Trade and Industry

29 April 1977 35p

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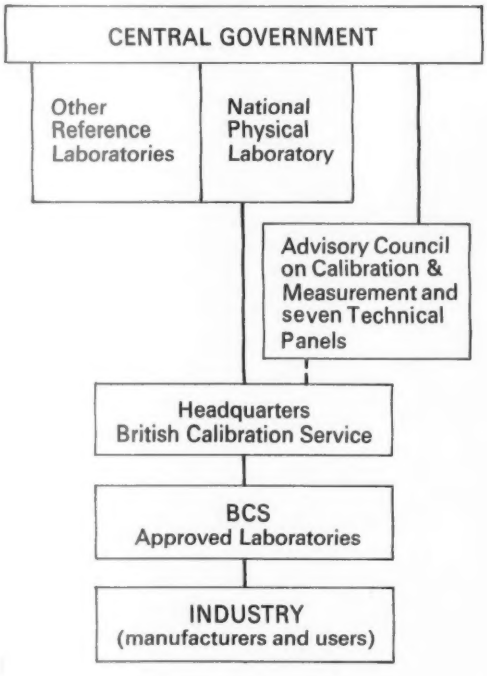
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Trade and Industry

29 April 1977

News from the Departments of Industry·Trade·Prices & Consumer Protection

At the moment, the law on corruption is tougher for the public sector than the private sector. In considering a royal commission report, the goverment is inviting comments on whether the law and penalties should be the same in both cases (see page 166).

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Editorial
Room 439 1 Victoria Street, London SW1H 0ET
Telex 8811074 answer back DT1HQ G LONDON

Editorial inquiries		01-215 5730
Editor	Alan Williams	01-215 5653
Deputy editor	Gillian Samuel	01-215 5620 01-215 5654
Home news and technology	Peter Curtis Jennifer Clarke	01-215 3019 01-215 5074
European community and overseas trade	Alex Mayne-Reid Geoff Heaford	01-215 3016 01-215 3006
Art and pictures	Bob Priestley	01-215 3118
Business manager	John Bentley	01-215 5655
Circulation control	Christine Swinyard	01-215 5021

Advertisements
T. G. Scott & Son Ltd., 1 Clement's Inn, London WC2A 2ED

Display sales office manager	Mike White	01-242 6264
Classified sales		01-405 4743

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ABC

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Trade and Industry this week

EUROPE

'Good deal for housewives and farmers': Silkin

EEC agriculture ministers reached agreement on the CAP prices settlement for 1977/78 on Monday. Speaking at the close of the first day of the meeting in Luxembourg John Silkin, Minister of Agriculture, Fisheries and Food, said he believed that the outcome of the negotiations represented 'a very good deal for both the British housewives and farmers'.

The final package was a considerable improvement on the commission's original proposals, he said. For the UK the key objective was to keep consumer price increases to an absolute minimum while at the same time obtaining a fair deal for the farmer. This had been achieved largely by a substantial EEC-financed butter subsidy.

On consumer prices the UK had aimed, first, to keep the price of butter from going up as it otherwise would, when transitional steps alone would have put it up by over 12 to 13p per lb by the end of the year. Second, to reduce other price increases to a minimum. Third, to get advantages for the consumer that would more than offset the effect on food prices of any change in the green pound. Fourth, to tackle the butter mountain. All four aims had been achieved.

The new community-financed butter subsidy would be about 8½p. This should mean a substantial reduction in butter prices in the shops in the immediate future.

It was possible, Mr Silkin said, that there would be a reduction of about 5p a lb at the outset on butter and, although there would be a gradual increase thereafter, the benefit of the subsidy would last throughout the year. It had already been decided that the subsidy, at a rate to be determined, should continue until the beginning of 1979 at least.

On food prices generally, he said the commission's original proposals on common prices and the green pound would have added 1¼p in the pound to average food prices over the period till next April, on top of increases due to transitional steps. As a result of the negotiations 'we have got that effect down to about one-third of 1p, which is about a quarter of what was originally proposed. The main changes which have brought that about are the halving of the green pound devaluation, the dropping of the margarine tax and the introduction of the butter subsidy,' he explained.

The butter subsidy fully outweighed the effect for this year on all food prices of the change in the green pound. The subsidy would also help tackle the butter mountain, by letting community consumers eat it. The milk action programme should also help with the milk surplus, and although the common price increase for milk of 3½ per cent is higher than the UK wanted, it still represented a cut in real terms.

For the British farmer the settlement meant a substantial increase in institutional support prices, for wheat 23 per cent by January, for barley 24 per cent. For beef the continuation of the variable premium scheme, which benefited both farmer and housewife, for the whole of the next marketing year had been secured. During that year the whole CAP beef regime was to be reviewed, and the UK looked for the incorporation of the variable premium system, now proved and in its third year in the new permanent arrangement. The details of the beef producer target price scale for 1977/78 would be announced shortly; it would average over £30 sterling per live cwt – some 14 per cent higher than last year – and rise to over £32 sterling next March. 'This is a very good settlement too, for the British farmer,' Mr Silkin concluded.

HOME

Assistance interest rates reduced

Reduced maximum rate of interest relief grant and interest rates for loans under section 7 of the Industry Act 1972 took effect from 25 April. The rate of interest relief grant available in those cases where it would be appropriate to allow the equivalent of an interest-free period on a Department of Industry loan, but where firms obtain their finance from other sources, is being reduced from 12½ per cent to 12 per cent for each interest-free year.

The 'concessionary' rate of interest on loans for employment-creating projects (category A) is reduced from 9¼ per cent to 9 per cent. The 'broadly commercial' rate of interest on loans for modernisation projects not providing additional employment (category B) is reduced from 12½ per cent to 12 per cent.

Market test of electric vehicles

The performance of modern electric delivery vehicles in the London area is to be assessed by the Department of Industry and the Greater London Council. The scheme will be co-ordinated by the GLC and the department will defray part of the capital cost of the vehicles up to a total of £400,000. It will be confined in the main to delivery vehicles, in the 0.75 to 2.0 tonne range, which have a close internal combustion engine counterpart to facilitate comparison, and which can be employed in statistically significant batches.

Concorde no noisier than subsonic aircraft

Noise data from the first 12 months of scheduled Concorde operations at Heathrow Airport, London, has shown Concorde to be no nosier than subsonic aircraft. A Civil Aviation Authority report, published on Monday, contains an assessment of the impact of the 327 scheduled Concorde flights in the first 12 months on overall noise exposure as measured by the Noise and Number Index. It concludes that the effect of this number of flights has been very small indeed and in no area has the NNI increased by more than one unit.

The noise levels of Concorde measured at a number of sites along the flight paths are compared with those of other aircraft measured at the same sites. On arrival, Concorde is shown to be on par with the Boeing 707 in the immediate vicinity of the airport. On departure, Concorde has been shown to be within the range of noise levels recorded at the permanent monitoring sites by subsonic aircraft using the same runways.

British Aerospace HQ

British Aerospace's corporate headquarters will be located at Weybridge. Eric Varley, Secretary of State for Industry, announced this on Wednesday in a written reply to a parliamentary question.

Report on loss of MV 'Lovat'

The report of the court of inquiry into the loss of the motor vessel *Lovat* will be read at 10.30 am on Wednesday, 4 May at the Reardon Smith Lecture Theatre, the National Museum of Wales, Cardiff.

The *Lovat*, a cargo vessel, foundered on 25 January 1975 in heavy seas 30 miles south of Penzance. She carried a crew of 13; the lives of 11 were lost.

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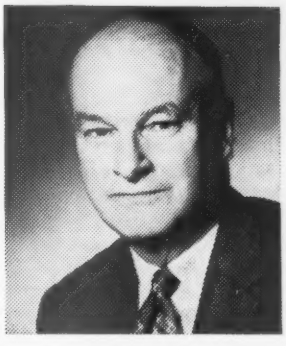

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SUMMARY OF RESULTS

	1976	1975
	£	£
Sales – External	**427,530,000**	339,430,000
Profit before tax	**24,610,000**	11,630,000
Attributable profit	**11,780,000**	3,640,000
For each 25p Ordinary Share		
Earnings	**8.8p**	2.9p
Dividends	**4.493p**	4.085p
Net assets	**87p**	68p

DISTRIBUTION OF ADDED VALUE

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To Shareholders 7% **To Governments 5%**

For Maintenance and expansion of assets 10%

Copies of the full report and accounts available from the Secretary, The Delta Metal Company Limited, 1 Kingsway, London, WC2B 6XF.

DELTA

ENCIRCLE TI 484 ON PAGE 203 FOR FURTHER INFORMATION

Home news

Prices policy

With the Price Commission Bill now on course through parliament (it was given its second reading on Wednesday), the government's policy on prices is being unfolded. Roy Hattersley and Robert Maclennan spoke last week on different facets of the prices policy. Mr Hattersley tells of what we may learn from the French who have developed a policy on prices stricter than that proposed for the UK. Consumers and wage earners, explains Mr Maclennan, are entitled to information about price increases and reassurance that their views are being taken into account.

The French experience

France's record of unprecedented growth demonstrates that prices policy and economic expansion can go side by side, Roy Hattersley, Secretary of State for Prices and Consumer Protection, said in a speech at an Industrial Society lunch last week. Mr Hattersley, who earlier in the month paid an official visit to Paris to discuss French prices policy, said that when permanent price policy was introduced in France there was initial resistance, but that it was followed by eventual understanding and approval.

He did not doubt that the same will happen in Great Britain – particularly in relation to the permanent power of the new bill, the power to investigate individual price proposals and to impose a 12-month freeze. One of the more depressing initial reactions to the publication of the new Price Commission Bill was the insistence by some industrialists that, as a matter of principle, the government should have no role in the pricing process. From some of them the response to what the bill proposes has been simply theological. Instead of a practical appraisal of its contents and a calm judgement of its effects, they simply asserted that prices policy was wrong and damaging. However, evidence was in short supply.

All of the ministers and officials who run the prices policy in France, who Mr Hattersley talked to, were wholly committed to a mixed economy and to a free society. But after 30 years of prices policy they regarded intervention in this field as natural as the government's management of interest rates or the government restriction on monopolies and cartels. They could demonstrate from France's own record of unprecedented growth that prices policy and economic expansion can go side by side. They insisted that a general public commitment to accepted economic goals was only possible if the government demonstrated the determination to run a successful counter-inflation policy. They recalled that, when permanent price policy was introduced in France, there was initial resistance but that it was followed by eventual understanding and approval.

'In Britain, the power to investigate individual price proposals and to impose a 12-month freeze is now increasingly accepted as a desirable extension to the UK's competition legislation – an extension which ought to be maintained even after inflation is brought under control. Nobody doubts that many of the unjustified price increases that the new bill seeks to prevent would not occur if competition operated more successfully. Few people believe that an economy – left to itself – would be perfectly competitive.

'The Monopolies and Mergers Commission, the Restrictive Trade Practices Court, the Office of Fair Trading all exist to promote competition by government intervention. But none of these agencies have the power to operate quickly against a price which, in a restricted market, is held artificially high. The new Price Commission Bill contains that power. When inflation is finally overcome and there is no further need for margin control and general price restraint, the power to investigate a price and freeze it will remain an important part of competition policy. Perhaps it will be exercised by a new agency that properly combines our competition and prices policy', Mr Hattersley said.

Consumer's right to know

'Consumers and wage-earners are entitled to reassurance about pricing by industry and commerce,' stated Robert Maclennan, Parliamentary Under-Secretary of State for Prices and Consumer Protection, at the opening of a new Consumer Advice Centre in Glasgow last week. 'The Price Commission Bill will provide this assurance. Where pricing behaviour is irresponsible and does not meet the criteria laid down in the bill, we believe the new powers will provide for effective action to put matters right and protect the interests of the consumer.'

Mr Maclennan explained that the government recognise that the present price code has become not only less effective, because it has proved difficult to adapt in line with changing circumstances since its introduction four years ago, but also remote from the consumer, because its complexity means that much of its operations are understood only by accountants.

There will be new powers for the Price Commission to investigate particular price increases, prices or margins, to determine whether they are justified in the light of criteria laid down in the bill. All prices, with the very minimum number of exceptions, will be within the field for possible investigation. The Price Commission will therefore be free to respond to public concern about the justification for a particularly large price increase or for high profits.

Investigations will not just be fact-finding exercises. The Price Commission will be able to freeze the price of a manufacturer or service firm for up to three months during an investigation, and if it so recommends the secretary of state will have power to continue the freeze, or any lesser restriction recommended, by order for up to 12 months. These new powers to restrict prices will be more flexible and effective than any of the powers the government have at present, because they can be used to deal in the most appropriate way with the circumstances of a particular case.

The criteria against which prices will be judged when they are investigated are no longer to be a detailed set of mechanistic rules under which costs and profit margins are accepted automatically if they correspond to the company's performance in an increasingly distant base period. Cost levels will no longer be accepted automatically if they reflect gross inefficiency. Profit levels will not be accepted simply because they are the same as those earned in previous years.

The Price Commission itself will keep closely in touch with the ordinary consumer. In its investigatory work it will have much more contact with the public than do the present commission and will not be taking unexplained decisions behind closed doors. Evidence and representations about subjects under investigation will be invited from third parties. It is hoped that it will become normal practice for trade unions and consumer organisations to give their views where they consider they have an interest. All the commission's reports on investigations will be published, and the commission will be required to state not only its recommendations but also the reason for them and the facts on which they are based.

Prices policy is concerned not simply with the level of prices but also with the information which the consumer is given about prices. The new bill includes two important provisions which are designed to add to our powers in this area. These relate to recommended resale prices and to price display. Where the Price Commission recommends that there is abuse of the practice of recommending prices for particular products and that the practice should be prohibited for these products, the new bill will provide powers to enforce this prohibition by order. Powers to require retailers to display their prices for particular goods are strengthened. But, more important, under the terms of the new bill the government will have, for the first time, the power to require charges for services to be displayed.

Potato and other vegetable prices

Prices and distributors' margins of potatoes and some alternative fresh vegetables, and the prices of some processed vegetables and cereal foods are covered in a Price Commission report published last week.

Potato retail prices in January and February were much as in those months in

1976. Distributors' cash margins per pound weight were virtually unchanged. Because of fluctuations in supplies and the practice of retailers of 'levelling' fluctuations in prices, it is more meaningful to look at the value of cash margins over the period since the beginning of September, the first full month of the new season. In the period September to December 1976 prices were higher than in the corresponding period of the previous year but cash gross margins somewhat lower. Because of a sharp fall in physical volume, aggregate cash margins on home grown potatoes for all sections of the distributive trade between farm gate and consumer, were substantially lower than in the same period a year ago.

For the five fresh vegetables studied (brussels sprouts, cabbage, carrots, cauliflowers, and turnips and swedes combined), average retail prices were 2.1p a lb higher during the four months to December 1976 than for the same four months in 1975. Mainly as a result of these higher prices, the aggregate value of gross margins on the five vegetables for distribution between wholesale markets and consumers was appreciably higher in the four months to December compared with the same period in the previous season. Nevertheless the gains from this section of the trade were more than offset by the lower aggregate cash margins on potatoes.

Fourteen brands of dehydrated potato, rice, pasta and canned and frozen peas were studied. During the year to February, the recommended or suggested retail prices of all 14 brands increased, with the rises ranging from 5 to 7 per cent for pasta items to over 20 per cent for packeted rice and canned peas.

Price Commission Report on Prices and Margins of Potatoes and other Fresh Vegetables and Retail Prices of Processed Vegetables and Cereal Foods: February 1977. Available free of charge from the Price Commission, Neville House, Page Street, London SW1P 4LS.

Industrial democracy crucial for management and workers

'An extension of industrial democracy is crucial for Britain's industrial strategy,' Gerald Kaufman, Minister of State at the Department of Industry, told an Association of Scientific, Technical and Managerial Staffs' weekend school last Sunday. 'Industrial democracy is not just putting workers' representatives on the board, however important that may be. It is the involvement of all workers, in all parts and at all levels of their industry, in the taking of decisions which affect their livelihood and future.

'The workforce have individually and much more so collectively developed over the years a knowledge of their industry, a skill and expertise, which can play a valuable role in securing the long-term productivity and profitability of the companies in which they work.

'Above all industrial democracy brings with it responsibilities for decisions which the workforce have never before had to bear. Difficult decisions are sometimes necessary in industry. If as we hope all are involved in the taking of decisions then, of course, all will have to accept responsibility for them.

'In the short-term this will require both management and workforce to adjust to different roles and different methods of operation. But in the long-term it can result in a unification of all participants towards a common goal, a removal of many of the causes of industrial strife and the achievement of that which we all seek – a flourishing, healthy and profitable industry which provides secure well-paid work for all.'

Brokers who flout the law

Mortgage brokers who persistently flout the Consumer Credit Act are in serious danger of losing their livelihoods, warned Gordon Borrie, Director General of Fair Trading. Speaking in Birmingham on 19 April, he revealed that mortgage brokers – who come into the third stage of consumer credit licensing – could be refused a licence by the Office of Fair Trading if they ignored a section of the Consumer Credit Act which limits fees they can charge.

This consumer protection measure applies in the field of house purchase and certain other credit. It states that a broker can charge only a nominal fee of £1 unless the client gets his mortgage within six months; if he charges more than this the client can demand the return of the excess. However the Office of Fair Trading, as well as local consumer advice services, are receiving a considerable number of complaints about the activities of a small minority of brokers.

The basis of the complaints is that various fees are paid to the broker over a period – sometimes in excess of £100 in total – without any mortgage facilities forthcoming, but that the client finds it difficult or impossible to get his money returned despite the existence of section 155.

'Refusal of a licence may lead to the trader losing his livelihood and it is not a decision which I can take lightly,' said Mr Borrie. He explained that complaints would be carefully investigated and persistent failure by a broker to honour his obligations under section 155 would be taken into account in considering his application.

Section 155, like many other sections of the act, is deliberately a civil provision. That means that it is for the consumer to enforce any breach by himself taking the trader to court. However the section is underpinned by the fact that an application for a licence can be refused if the director general is not satisfied that the broker is fit to have one.

Official appointments

Roy Hattersley, Secretary of State for Prices and Consumer Protection, has made the following appointments:

London Electricity Consultative Council, chairman Mr D. T. King, principal lecturer in public sector economics at the City of London Polytechnic.

Transport Users' Consultative Committee for Scotland Mr N. Hogg, from Glasgow, a trade union officer and a member of the National Trust for Scotland, and Mrs G. Young, from Dundee, a Tayside regional councillor representing Gourdie/Pitalpin region.

Railway advisory boards

Arrangements through which the British Railways Board receives advice from regional non-statutory boards has been changed. The four existing boards set up in 1975 are to be replaced by five new advisory boards, one in each of the five railway regions. Their purpose will be to give advice to the main board, particularly on its commercial and public relations activities. The scope of the boards will cover not only the railway itself, but also the subsidiary businesses, which form part of the main board's total responsibility. The new advisory boards, which will function from 1 May 1977, will have their membership drawn primarily from outside the railway: members will come from various sectors of industry and from public bodies.

Heaviest aircraft ever flown

This first Rolls-Royce-powered Boeing 747 made a take-off for a noise test flight at over 380 tonnes all-up weight. Officially observed by international authorities, it has been established as a world record take-off weight. The Rolls-Royce-powered 747 is now in service on British Airways long-distance routes.

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Design Council's awards for engineering and motor vehicles

Engineering products and components, and the motor vehicle industry have achieved a total of seventeen 1977 Design Council awards and a special commendation. The seven engineering products are notable for the extremely high technical and asthetic standard of their design, with priority being given to maintainability. Innovation and application potential distinguish the five award-winning engineering components. Safety on and off the road is a primary design feature of four of the five items receiving British motor vehicle industry awards.

Most of the award winning items will be featured in a special exhibition at the Design Centre, London, 30 May to 25 June, and at the Scottish Design Centre, Glasgow, 1 August to 10 September.

Analytical instrument
Perkin-Elmer Ltd, Beaconsfield, has won a second award in five years for another of its high-precision analytical instruments. This year it is for the model 580 Ratio Recording Infrared Spectrophotometer. The ease of use and high accuracy of this instrument makes it ideal for qualitative and quantitative analysis of solids, liquids and gases. When coupled to a computer, the model 580 has great potential, particularly for trace analysis.

Industrial recorder
Chessell Ltd, Worthing, has gained an award for its series 320 Multi-pen industrial indicator recorder. The modular construction of this instrument enables inexpensive specification alterations, easy maintenance and quick calibration. The instrument contains many innovatory design features which have gained the universal approval of users in complex manufacturing and process industries at home and overseas; currently 50 per cent of the production of the series 320 is exported.

Mechanical roller conveyor
Joloda Transport Equipment Ltd, Liverpool, has won an award for the Joloda fork lift mechanical roller conveyor. This roller conveyor moves along a channel in the floor of a vehicle to enable the driver/loader to push heavy palletised loads from one end of the van to another with ease. A special automatic braking device ensures that the load cannot damage or fall off the vehicle being loaded.

Hydraulic pump
Dowty Hydraulic Units Ltd, Cheltenham, has won an engineering component award for the P3000 and P4000 ranges of highly engineered hydraulic pumps which provide the 'muscle' for a variety of mobile equipment such as industrial and agricultural tractors and fork lift trucks. These compact pumps have been designed for high volume production and are being produced at the rate of 3,000 units a week.

Cable reel
Metropolitan Tool and Products Ltd, Beeston, Nottingham, received an award for its torque regulated powered cable reel designed to ensure the efficient payout and recovery of electrical cable or hose supplying moving machinery. This reeling equipment uses a reliable slipping clutch instead of the more conventional torque motor. As a result almost 1 million DM have been saved in the last two years because these torque motors have no longer to be imported from West Germany.

Lift trucks
Lancer Boss Ltd, of Leighton Buzzard, has become the only lift truck manufacturer to win three awards. This year the award is made for robustly constructed and functionally designed 300 and 700 series sidelift trucks. Design problems imposed by the need to ensure adequate lifting and stacking performance, with ease of operation and safety, have been solved elegantly, ingeniously and without creating reliability or maintenance weaknesses. These sidelifts operate in gangways which are 50 per cent narrower than those required by frontlift trucks of similar capacity.

Lorry sheeting
George Neville Truck Equipment Ltd, Kirkby-in-Ashfield, won an award for the Easysheet mechanised cover for open topped commercial vehicles. Designed specifically to overcome the environmental nuisance of partial loads dropping off open topped lorries, the Easysheet is operated by the driver standing on the ground turning a handle to move the sheet on and off the load. In the open position, the Easysheet slides down the outside of the truck leaving the top completely open.

Clutch
Automotive Products Ltd, Leamington Spa, this year gained an award for its diaphragm spring 'Turnover' clutch which has been designed to use the minimum amount of material compatible with the production of a high quality, reliable product. Introduced only last year, the DST clutch design reduces the number of parts from 23 to only four. Clever design for volume production ensures the reliability of the unit which is about 27 per cent lighter than comparable units of a similar size and capacity.

1 The Cosmos 725 CM truck mounted telescopic boom crane matches its aesthetic appeal with an equally attractive performance on and off the site. Designed by Cosmos Crane Co Ltd for maximum driver comfort, it is fitted with a luxury chassis cab and an equally luxurious crane cab. Although it is longer than three Minis placed nose-to-tail, the 725 CM handles like a luxury car but has a turning circle just over that of a London taxi.
2 Trident and bankers' treasury safes are the top of security range of safes manufactured by Chubb and Son's Lock and Safe Co Ltd. Both types of safe use sophisticated materials developed by Chubb in association with outside research bodies and are the first safes fitted with isolator boltwork unique to Chubb.
3 International Computers Ltd, Putney, London, has designed the 2903/2904 computer system with simple add-on hardware to increase the scope of the machine to match the business growth of the user. The smallest unit is the 2903/20 general purpose digital computer with a small but powerful processor.
4 EMI-MEC Ltd of East Grinstead, Sussex, has designed a low-cost automatic lathe for easy operation in jobbing machine shops where high volume repetitive turned parts have to be produced at highly competitive rates. Ease of maintenance has been considered throughout the design to maximise the productivity of the machine tool.
5 The Marine Engineering Co (Stockport) Ltd's air operated Mardrive linear transporter is inherently safe in operation because there is no mechanical linkage between the driven and driving components, invisible lines of magnetic force provide the coupling. The transporter was originally developed for the garment industry and is shown transporting a knitted lining for wellington boots.
6 The car conversion designed by Toby Churchill, a disabled driver and managing director of Toby Churchill Ltd, Cambridge, to improve his own mobility is the first ever prototype to receive a commendation from the Design Council. A joy-stick for one-hand operation of steering, braking, throttle and the car electrical system enables a seriously handicapped driver to perform all the normal manoeuvres in driving in complete safety.
7 Press Components Co Ltd, Walsall, manufactures a range of scaffolding fittings with a clever utilisation of material and the thorough exploitation of known and well tried cold pressing techniques. Costing a fraction of the price of conventional forged fittings, each fitting is complete; lids are captive, bolts are riveted in and nut and washer are retained by turning over the last bolt thread.
8 A joint award goes to Hymac Ltd, Rhymney, Gwent and the government's Building Research Establishment, Watford, for the Nibbler, a device which can be fitted to the arm of a hydraulic excavator. Invented by BRE and commercially developed by Hymac, the Nibbler breaks slab concrete up to 400mm thick.
9 Rubery Owen (Darlaston) Ltd, Wednesbury, has produced RoSafe, an ingeniously simple wheel insert which prevents a tyre coming off a wheel in the event of a sudden tyre blow out. Designed to fit standard production steel road wheels, this insert does not alter the normal handling characteristics of the vehicle. It does assist the driver in bringing the RoSafe fitted vehicle to a controlled stop in a straight line following a high speed tyre blow-out.
10 Delugrip road surfacing materials are the result of a joint research project between Dunlop Ltd and the Department of Transportation and Environmental Planning at the University of Birmingham. This road surfacing material has a macrotecture of interconnected drainage channels through which bulk surface water can be quickly dispersed.

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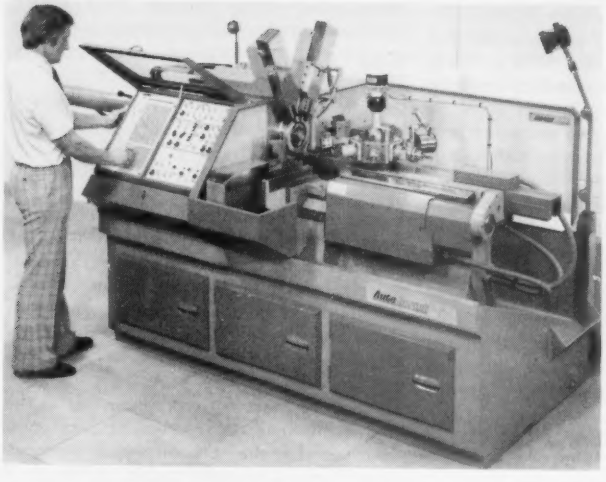

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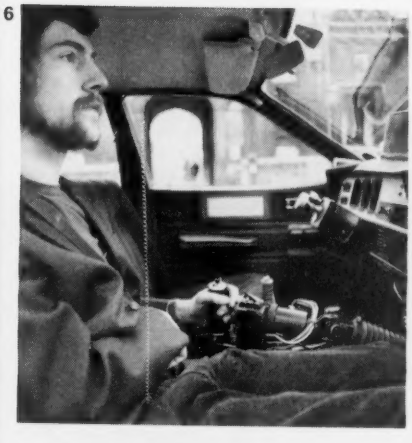

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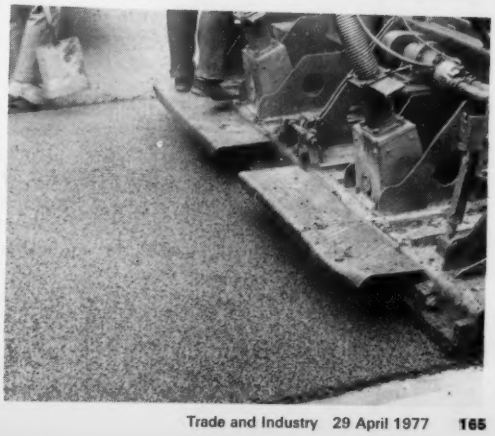

Corruption and the law

Corruption in public life and the law was reviewed by a royal commission last year. In the course of its consideration of the commission's report, the government has invited comments from a number of representative trade and professional bodies on how far, if at all, the recommendations on the law of corruption in the public sector should be applied to the private sector. If it is felt that distinctions should be preserved or created, views are welcomed on where the line should be drawn between the two sectors.

The Royal Commission on Standards of Conduct in Public Life was able, under its terms of reference, to review the law of corruption only as it related to the public sector. It suggested, however, that the opportunity might be taken of considering what, if any, changes are needed in the application of the present legislation to the private sector. Because the present law is so similar for both sectors, it would be difficult to give effect to the commission's recommendations for the public sector whilst leaving the present law entirely unamended in relation to the private sector. The government is therefore consulting a wide range of representative bodies in industry and commerce on the desirability of introducing appropriate changes.

The statute law on corruption is contained in three acts cited together as the Prevention of Corruption Acts. Under the Public Bodies Corrupt Practices Act 1889 it is an offence for any person corruptly to give or receive any gift or other advantage as an inducement to influence the conduct of any member, officer or servant of any public body as defined in the act. The public bodies so defined were all local bodies exercising functions of a public nature with rate money (notably local authorities, public health bodies and poor law bodies). It is an offence under the Prevention of Corruption Act 1906 for any gift or consideration to be offered or received corruptly by an agent (any person employed by or acting for another) as an inducement to influence his conduct in relation to his principal's affairs. It is also an offence deliberately to provide an agent with misleading documents or for an agent to deceive his principal by like means. A person in the private sector thought to be guilty of corruption would be prosecuted under this act. The Prevention of Corruption Act 1916 amended the law on corruption as embodied in the 1889 and 1906 acts in certain respects, notably by increasing the penalty for particular offences, by shifting the burden of proof, and by redefining the term 'public body'.

At present, therefore, in the law of corruption the question whether an organisation is in the public or the private sector determines generally whether the prosecution should be brought under the 1889 act (which deals with corruption of members and employees of public bodies) or the 1906 act (which deals with corruption of any 'agent' whether of a public or private body). Moreover, it determines whether the court may order the surrender of a corrupt gift, the forfeit of entitlement to a pension and disqualification from voting and from holding public office; whether, in relation to contract offences, the maximum prison sentence is seven years or two years; and whether the court may presume corruption on the part of the defendant on the proof of certain facts by the prosecution.

If the royal commission's recommendations on the law were implemented only in relation to the public sector and the effect of the legislation applying to the private sector were unchanged, the law in the private sector would be different from the law in the public sector in a number of respects. Intermediaries and situations in which considerations are made to third parties would not be caught. Proof that a person had accepted a consideration from an interested party would not raise the presumption that it was made corruptly. The maximum penalties would be four months' imprisonment and/or £200 on summary conviction and two years and/or a fine on conviction on indictment rather than six months' and/or £400 on summary conviction and seven years' and/or a fine on conviction on indictment. There would be no power to order the surrender of corrupt gifts or to disqualify from election or appointment to membership of a public body and from election to parliament. The police would have no new powers to inspect the financial records of persons or organisations, on proof of reasonable grounds for suspecting a corrupt act.

The principal argument in favour of restricting the proposed reform of the corruption laws to the public sector is that there is a real difference between what should be expected from those who, in one way or another, serve the public and everyone else. But the argument is strongest when applied to the traditional nucleus of the public sector. It could be argued that, in the public interest, civil servants, local government officials and police officers should set an example of probity in their official conduct and should be subject to greater penalties in the case of a breach.

The royal commission recommend that for the purpose of any new legislation public bodies should be defined as broadly as is compatible with certainty. But while it is possible to make out a case for differentiating between a narrowly defined public sector, such as local and central government, and others the distinction becomes more blurred the wider the public sector is defined to be.

Whilst a case may be made out for dealing more harshly with a public servant who accepts a consideration in return for favours than with a private individual, in view of the former's special responsibilities towards the tax and rate-paying public, it may be argued that the briber commits no worse an offence in offering a consideration to a public official than if he seeks by corrupt means to influence a private concern. It may also be argued that apart from any question of the seriousness or otherwise of corruption in the private sector compared with the public sector it is artificial to treat either sector in isolation. Corruption in the private sector would influence standards and expectations in the public sector and vice versa. It may also be argued that the balance of public interest between the citizen's right to privacy and the need to facilitate the enforcement of corruption laws is not necessarily precisely the same in each of the two sectors.

Report of the Royal Commission on Standards of Conduct in Public Life, Cmnd 6524, HMSO 1976, £2.50.

Finance Bill representations

Commerce and the professions are being given an opportunity to comment on the details of the proposed legislation contained in the Finance Bill.

Interested parties are invited to express their views, either through their professional associations and representative bodies or direct, on technical and practical provisions of the bill with which they are particularly concerned. It is emphasised that representations are not now being invited on the principles of the proposals in the bill, as these were considered fully by the Chancellor of the Exchequer when forming his budget and will of course be discussed in parliament.

In order to ensure full consideration of representations before the Finance Bill is considered in committee by the House of Commons, interested parties are requested to send in their comments as soon as possible, and in any case no later than Tuesday 10 May. All representations of the kind requested will receive detailed consideration by the Treasury and Revenue departments. Comments should be addressed in the first instance to, The Rt Hon Robert Sheldon MP, Financial Secretary, Treasury Chambers, Parliament Street, London SW1P 3AG.

Copies of the Finance Bill, price £1.25, may be obtained from Her Majesty's Stationery Office bookshops or by post, price £1.36, from HMSO Post and Trade Bookshop, PO Box 569 Cornwall House, Stamford Street, London SE1.

Companies Act 1976: disclosure exemption

Edmund Dell, Secretary of State for Trade, has granted an exemption under section 27(9) of the Companies Act 1976 in favour of Bank of England Nominees Ltd, a wholly owned subsidiary of the Bank of England. Section 27 of the Companies Act 1976, which came into operation on 18 April, enables listed companies to require disclosure of beneficial interests in their voting shares.

Bank of England Nominees Ltd has given a number of undertakings about the use to be made of the exemption. It will hold securities as nominee only on behalf of heads of state and their immediate family, governments, official bodies controlled or closely related to governments, and international organisations formed by governments or official bodies. It will in turn seek certain assurances

from anyone in the eligible categories who wishes them to hold securities as that person's nominee; these assurances are to cover the fact that the person is the beneficial owner of the securities to be held by Bank of England Nominees Ltd, that the beneficial owner will not use his interest in any securities held by Bank of England Nominees Ltd to influence the affairs of the company in which shares are held except as shareholders in general meetings of that company; and that the beneficial owner is aware of his overriding obligation, under section 33 of the Companies Act 1967 as amended, to disclose his interest to the company in which shares are held if he is interested in 5 per cent or more of that company's share capital.

Bank of England Nominees Ltd has also undertaken to make a report annually to the Secretary of State for Trade of the identity of those for whom it holds securities, and, provided that it holds securities for two or more people, the total value of the securities held. The contents of such reports are to be confidential to the Secretary of State.

Inspectors of Raybourne and Gilgate

Edmund Dell, Secretary of State for Trade, has appointed Mr R. A. Morritt, QC, of 7 Stone Buildings, Lincoln's Inn, London WC2 and Mr P. L. Ainger, FCA, of Messrs Price Waterhouse and Co, Southwark Towers, 32 London Bridge Street, London SE1, under Section 165(b) of the Companies Act 1948, as amended, to act as inspectors to investigate and report on the affairs of Raybourne Group Ltd and Gilgate Holdings Ltd.

Clearance of merger proposal

Roy Hattersley, Secretary of State for Prices and Consumer Protection, has decided, on the information at present before him, not to refer the proposed merger between the NFU Development Trust Ltd and FMC Ltd to the Monopolies and Mergers Commission under the provisions of the Fair Trading Act 1973.

Advance factories start

Work has just been started on a block of advance factory terrace units for the Department of Industry on a site at Todmorden, West Yorkshire. The premises will comprise four terrace units totalling about 1,000 m² (11,000 sq ft). A contract worth about £170,000 which includes site development works, has been awarded to J. Wimpenny and Co. Ltd., of Huddersfield. Architects for the project are Hadfield, Cawkwell Davidson and Partners of Sheffield and the quantity surveyors are Turner and Townsend of Leeds. The premises should be ready for occupation towards the end of November. Inquiries regarding lease to: Regional Director, Department of Industry, Yorkshire and Humberside Region, Priestley House, Park Row, Leeds, tel. Leeds (0532) 443171.

Sheet metal company occupies Team Valley factory

JWC (Metalworkers) Ltd has taken occupation of a 550m² (6,000 sq ft) factory on the Team Valley Industrial Estate, which is administered by the English Industrial Estates Corporation. The company requires larger premises due to an expanding order book and anticipate increasing the present workforce from 10 to 30 as production is built up over the next few years.

Mr T. Law, director, commented: 'We are very grateful to the officers of the Department of Industry and the English Industrial Estates Corporation whose diligent and speedy work made our occupancy rapid and smooth. The move to Team Valley will not only give us easier access to our principal customer, but with the additional new machinery already installed, we shall be able to expand our general sheet metal work to cope with our expanding range of customers and orders.'

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Wembley Auction Sales 1977

3 May 1977

View Days:	Day preceding and morning of sale
Location:	Department of the Environment Property Services Agency Supplies Store India Pavilion Exhibition Grounds Wembley, Middx. Tel. 01-903 2508
Description of Goods:	Office and Miscellaneous Furniture Engineering, Electrical, Canteen, Domestic and Other Equipment
Auctioneers:	Messrs. Fuller, Horsey, Sons and Cassell 52 Bow Lane London EC4M 9ET Tel. 01-248 7954
Catalogue:	Direct from the auctioneer price 10p each

Potential buyers are advised to refer to the official catalogue available direct from the auctioneers price 10p.

ENCIRCLE TI 487 ON PAGE 203 FOR FURTHER INFORMATION

Energy saving in the public sector

Cutting the public sector energy bill by just 10 per cent by eliminating waste and through good energy management, some £166 million of national resources could be released, Dr John Cunningham, Parliamentary Under-Secretary of State for Energy, said in Birmingham on 19 April. And at a time when money for local authorities was limited and with local authority energy bills often topping several million pounds, he said that this kind of saving was even more valuable.

Dr Cunningham was addressing a group of local authority and health service energy managers from the West Midlands region at the start of a two-day visit to the area.

'Good energy practice – energy efficiency,' said Dr Cunningham, 'is as important in the public sector as it is in industry and commerce. Taxpayers and ratepayers might think it is even more important. The public, industry and commerce rightly look to the public authorities, both national and local, to give a lead in eliminating energy waste and in maximising good energy management. The public sector is directly responsible for about 6 per cent of final energy use in this country. And another 9 per cent of the nation's energy is used in public sector housing – a total energy bill of around £1,660 million of public money.

'At a rough estimate, the five county councils and 34 district councils in the West Midlands, together with Birmingham and Coventry, probably have an annual energy bill approaching £40 million, and, probably, scope for achieving very valuable cash and energy-saving. Fortunately, local authorities here in the West Midlands are alive to the problem and are doing something to cut down waste. Despite problems over financial resources, an encouraging number of local authorities are going ahead with insulation schemes, with the help of the Manpower Services' job creation programme.'

Vital new market in offshore maintenance

Between £300 and £400 million a year is expected to be spent, in the early 1980s, on the inspection, maintenance and repair of offshore oil and gas installations. Market estimates by the Department of Energy suggest that a total of around £10,000 million will be spent on maintaining installations on fields already under development.

'This is a vital and exciting new market for British firms to move into,' Dr J. Dickson Mabon, Minister of State for Energy, told the Offshore Repair and Maintenance Conference, last week. 'It is made yet more exciting by the thought of a world market five or 10 times that in the North Sea. Here is a major opportunity for UK industry to establish itself in a large and expanding service sector leading to export markets worldwide.'

By 1980, the Department of Energy expects a total of £10 billion to have been invested in Britain's offshore oil and gas industry. The bulk of that £10 billion will represent the capital value of the equipment which will then be installed and pumping oil ashore equivalent to our national needs. The value of daily oil production has passed the £5 million mark and by 1980, even at current prices, it will be worth more than three times that amount each and every day. The offshore repair and maintenance market would be worth about £50 million, this year. UK industry secured 75 per cent of the market in 1976.

Coal industry marks time

Coal output from deep mines in the 52 weeks ended 26 March 1977, at 106.6 million tons, was 5.9 million tons less than in the previous 12 months, a decrease of 5 per cent. Opencast output was 1.1 million tons up on the previous year, an increase of 10.4 per cent, and totalled 11.25 million tons. Although productivity showed some revival in the last quarter, it was not sufficient to offset the effects of the earlier shortfall. Urgent consultations have been held with the industry's trade unions, who are as anxious as the National Coal Board to ensure that performance should match up to the commitment made to the government in the coal industry tripartite examination.

Recovery from the world recession proved to be much slower than anticipated and there was a continuing effect on coal sales during 1976/77. Nevertheless, sales during the year totalled 120¼ million tons compared with 118¾ million tons in the previous year. Despite the low level of economic activity, sales to power stations rose from nearly 72 million tons in 1975/76 to 75 million tons.

Because of the prolonged recession, demand by coke ovens did not improve to the extent expected. Nevertheless sales reached 17¾ million tons compared with 17½ million tons in 1975/76. Disposals to industry for 1976/77 were 10.9 million tons, virtually identical to the previous year. The exceptional summer, inflation, and rising costs of all fuels further reduced consumption in the domestic market, from 13.4 million tons to 12.1 million tons. In spite of the decline there were the first indications for some years of substantial numbers of households who had not previously used solid fuel installing coalfired appliances. Appliance sales at almost 350,000 were about 11 per cent up on the previous year.

During 1976/77, the NCB approved 31 major colliery capital investment projects with a total value of £160 million. This brings the approved investment in almost three years to £840 million, covering 99 projects.

The industry continued its enhanced programme of exploration and confirmed 700 million tons of coal reserves. A new discovery in the area west of Coventry and north of Kenilworth could add 200 million tons to the total resources. The rate of discovery of new reserves, running at about 500 million tons a year for the past two years, should be maintained each year until at least 1980.

Boost for North Sea gas

Two giant gas compression modules during load-out from the Howdon construction yard of William Press Production Systems Ltd on Tyneside ready for transporting to the Shell/Esso Leman natural gas field. The modules each measure 25m by 10.7m by 19.8m high and weight about 600 tonnes. Their compressors will be used to boost the North Sea gas before it is piped to the Bacton terminal on the east coast of England.

Government sales

Ministry of Defence

Sales by auction

3, 4 May 1977—Miscellaneous stores

Location
The Astoria, Roundhay Road, Leeds 8

Auctioneers
Bartle and Son (Dept L), 52 Merrion Street, Leeds LS2 8JH (tel. 0532 450898)

The stores lying at the regional depot/OSU Barlow and other depots include vehicles, machine tools, MT tyres and spares, garage and workshop equipment, household, office and gardening utensils, carpets, clothing and footwear, house and office furniture and many other miscellaneous items.

10, 11 May 1977—Miscellaneous stores

Location
Auctioneer's premises

Auctioneers
Woolland Son and Manico (Dept L), Kinterbury House, St Andrew's Cross, Plymouth PL1 2DQ (tel. 0752 69292)

Stores lying at various depots in the west country including service clothing and textiles, office and household furniture, binoculars, telescopes, marine barometers, ships lanterns, anchors, etc. Two 5-ton amphibious vehicles, tractors, Land-Rover and saloon cars.

18, 19 May 1977—Miscellaneous stores

Location
The Post House, Herbert Walker Avenue, Southampton SO1 0HJ

Auctioneers
Richard Austin and Wyatt (Dept L), 79 High Street, Fareham, Hants PO16 7AX (tel. 03292 4211)

The lots are lying at various depots in Hampshire and include a large quantity of service clothing and textiles, office and household furniture and equipment. Electrical, photographic and optical goods, forklift truck, tractors, machine tools, vehicle spares, etc, and many other interesting items.

Catalogues which give details of the lots, conditions of sale, viewing times, etc, are available from the auctioneers from two weeks before and up to the day of the sale, price 20p, postage and packing 10p extra (postal orders only).

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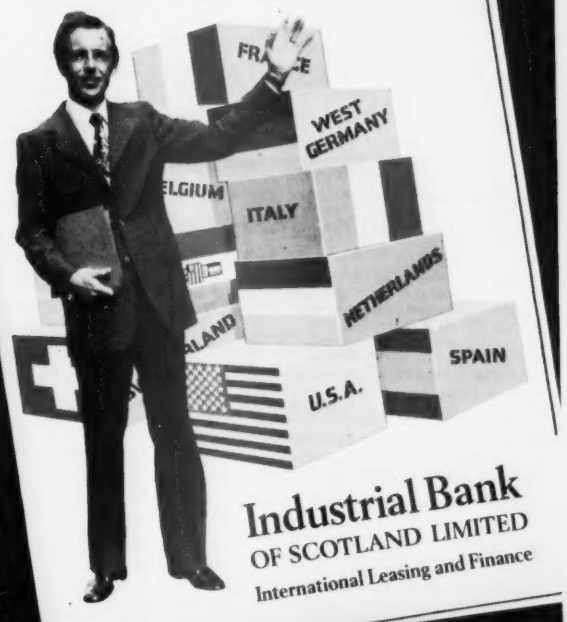

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Patents endorsed 'Licences of Right'

Under section 35 of the Patents Act 1949, the following patents were endorsed 'Licences of Right' on the dates specified.

Number	Grantee	Subject-matter
13 April 1977		
1,428,973	EMI Ltd	Improvements in or relating to circuit arrangements for colour television receivers
1,431,885	EMI Ltd	Improvements in or relating to circuit arrangements for PAL colour television receivers
1,432,947	EMI Ltd	A light diverting and/or switching device
1,437,949	EMI Ltd	Improvements in or relating to circuit arrangements for PAL colour television receivers
1,398,467	International Fabric Molders Inc	Mould closing device for fabric moulding
1,398,468	International Fabric Molders Inc	Adjustable mould platen for fabric moulding
1,398,469	International Fabric Molders Inc	Heater rack for moulding press
1,271,020	Coal Industry (Patents) Ltd	Improvements in and relating to mineral mining machines
1,307,359	Coal Industry (Patents) Ltd	Retreat face mining
1,435,229	UCB	Printing and dyeing process
1,441,814	UCB	Thermosetting acrylic powders
1,106,535	EMI Electrola Gesellschaft Mit Beschrankter Haftung	Improvements relating to gramophone record presses
1,242,942	Joseph Watson Lomas	Three-dimensional puzzle
1,383,203	B. O. Morris Ltd	Quick-change chuck
1,434,343	Peter Gabor Kalman	Improvements in or relating to filtering
15 April 1977		
1,298,522	Nippon Victor Kabushiki Kaisha	Arrangements for use in magnetic recording and reproducing
1,341,049	Nippon Victor Kabushiki Kaisha	Synthetic resin moulded product having a moulded label equivalent portion and method of manufacturing the same
1,379,774	Nippon Victor Kabushiki Kaisha	Recording and/or reproducing systems and apparatus for a four channel record disc
1,395,643	Nippon Victor Kabushiki Kaisha	Colour distortion reduction circuit in a colour television receiver
1,430,646	Nippon Victor Kabushiki Kaisha	Muting circuit
1,272,723	International Standard Electric Corporation	Key telephone systems using pushbutton or rotary dials
1,330,409	International Standard Electric Corporation	Interface circuit for a PCM system
1,385,168	Standard Telephones and Cables Ltd	Improvements in or relating to circuits and methods for measuring capacitance
1,425,061	Standard Telephones and Cables Ltd	Transport arrangement for pulverulent material
1,135,274	Vapor Blast Manufacturing Co	Method and apparatus for wet abrasive blasting
1,146,629	Vapor Blast Manufacturing Co	Polishing apparatus
1,378,120	Schottel-Werft, Josef Becker KG	Water jet propulsion system for propulsion and steering of a waterborne craft

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on patents form 45 within two months after the date of endorsement.

'Licences of Right': cancelled endorsement

Notice is hereby given that under section 36 of the Patents Act 1949, the endorsement 'Licences of Right' upon the undermentioned patent was cancelled on 6 April 1977.

Number	Grantee	Subject-matter
1,266,842	Thomas Dean Kurtz	Finger pulls for sliding glass and other panels

E. Armitage,
Comptroller

Fortnightly payments of unemployment benefit proposed

Proposals to allow unemployment benefit to be paid fortnightly instead of weekly as at present have been put before the National Insurance Advisory Committee by David Ennals, Secretary of State for Social Services.

The proposals, contained in draft regulations, would enable the Department of Employment, which pays unemployment benefit on behalf of the Department of Health and Social Security, to reduce its projected staff and administration costs in line with general government policy. They should also help to ease operational difficulties arising from the present level of unemployment.

The regulations listed below, which are planned to come into effect by 4 July 1977, would allow claims for unemployment benefit to be accepted, and payments made, on a fortnightly basis. The period covered by a claim could also be extended if the claim was made immediately before a public holiday. A pilot scheme under the new arrangements will operate from July and will be reviewed later before fortnightly payments are extended generally.

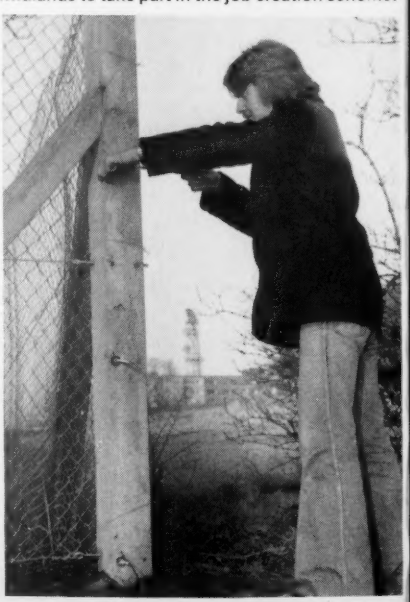
Copies of *Draft Social Security (Claims and Payments) (Unemployment Benefit Transitory Provisions) Regulations 1977*, and *Social Security (Claims and Payments) Amendment Regulations 1977* may be obtained by sending a stamped addressed envelope to the Secretary, National Insurance Advisory Committee, Keysign House, 429 Oxford Street, London W1R 2HT.

Decentralisation of manpower services

Responsibility for the activities of the Manpower Services Commission in Scotland and Wales will be transferred from the Secretary of State for Employment to the Secretary of State for Scotland and the Secretary of State for Wales, from 1 July. Responsibility for the careers service will also be transferred. The proposal was originally set out in the white paper on devolution: *Our Changing Democracy*. This suggested that transfer of responsibility to the Secretaries of State for Scotland and Wales would help the Manpower Services Commission to give full emphasis to local conditions in the fields of employment and training.

Created job

Eighteen-year-old David Newton of Allesley repairing vandalised boundary fencing at the Coventry headquarters of GEC Telecommunications Ltd. David is working at GEC with three other young men and a supervisor under the government job creation scheme. They are engaged on a 34-week programme of outdoor work which will improve the surroundings of the GEC works to the benefit of local residents and employees. GEC, which is sharing the cost of the work with the Manpower Services Commission, is the first industrial employer in the Midlands to take part in the job creation scheme.



New products

Electronic induction furnace

A combination of furnace and crucible manufacturing skills has led to the development of a new electric induction push-up crucible furnace by Morganite Thermal Designs Ltd. The Morlec furnace incorporates the electric induction melting experience of APV Paralec Ltd and the specialised crucible technology of Morganite Crucible Ltd.

The melting unit is of modular construction consisting of a capacitor module and one or two 'plug-in' melting modules depending on requirements. Four capacities of melting module are available and twin units may be supplied with modules of different capacities. The capacitors are fully protected from heat and molten metal and are water-cooled. By locating the capacitors next to the melting unit, heavy busbar connections are eliminated and the unit can easily be located some distance from the power pack.

Crucibles are elevated by hydraulic pressure for removal with split shanks. Safety interlocks ensure that the coil is only switched on when the crucible is in the fully lowered position. On twin units a single changeover switch, which can be supplied for either hand or foot operation, controls both the power and the water supplies to the melting modules. The unit is electrically isolated for maximum safety. Should the water cooling to the capacitors and the coils fail, an alarm is automatically triggered. The furnace is easily installed and excavation work is minimal.

Further information: circle 301

Bar bending

Major advances in speed and accuracy of bends, have been introduced by Crow Hamilton Ltd., of Glasgow, in their new range of bar-bending machines. Designed and produced in the UK, the machines combine sophisticated capability with simple robust construction and ease of operation.

Field studies on construction sites and in factories have been carried out with leading users over a period of two years. Each machine features safe pedal operation, pinless dial-setting of up to four bend angles, two-speed operation with rapid V-belt change and sophistication without electronics by using readily available 'off the shelf' contactors and relays. Power sources of up to 7.5 hp in totally enclosed drives require minimal maintenance; training of even inexperienced operators presents no problem, with automatic interlocks preventing damage or injury to machine and user alike. A total of four basic models is available and all machines in the range can be tropicalised, making them suitable for all-weather performance, proofed against the entry of dust or mill scale into moving parts.

Further information: circle 302

Versatile welders

Any welding project, using every type of ferrous and non-ferrous electrode, can be undertaken with speed and accuracy with a versatile range of diesel-engined welders developed by Wysepower Ltd. The new 300 and 400 amp dc welders, simple and safe to use, will have many applications in the construction, shipbuilding and pipeline industries.

Lister air-cooled diesel engines are incorporated in the welders which feature a simple knob control designed to eliminate the more conventional necessity for terminal changeover between jobs allowing the operator to work with an infinitely variable welding current. The 300 amp welders will be manufactured for mounting on a hand trolley or fast tow trailer. The larger 400 amp version will be mounted either on a fast tow trailer or skid mounted.

Further information: circle 303

Control of AC motors

Accurate control of AC induction motors over a wide range of speeds up to 24,000 rpm is provided by a range of electronic variable speed drives developed by the Electronic Drives Division of Platt Power Transmission Ltd, Macclesfield.

Built on a 'modular' system, the variable speed drives provide design and application engineers with the degree of flexibility necessary to meet a wide variety of variable speed requirements; ranging from a simple, single motor drive package to a complex, computer-controlled system. Based on a series of static inverters designed for drives up to 2 hp, the electronic drives can be arranged to provide very close speed holding down to 0.1 per cent at any set speed, despite wide changes in load. Capable of accepting virtually any DC voltage or current input control signal, the system ensures that constant torque or constant horse-power output is achieved from the motor.

Further information: circle 304

Long life saws

High quality tungsten carbide tipped saws for portable hand-power saw machines have been introduced by Ernest Bennett Saws Ltd. The company claims that its 'Jag Hond' saws have a 25 per cent longer life than conventional saws.

Two types are available; one for ripping or dimension-sawing of soft or hardwood can be supplied in diameters from 160mm to 260mm and with 12 to 32 teeth; and the other general-purpose type for plywood, chipboard, blockboard and cross-cutting hardwood or softwood is also available in diameters from 160mm to 260mm but can have 24 to 40 teeth. Also available are wide band saws from 5.58m long × 75mm wide (18 ft 4 in × 3 in) up to 9.14m long × 250mm wide (30 ft × 2 in), or any combination of sizes between these limits.

Further information: circle 305

Low-cost programmable calculator

The Sinclair 'Cambridge Programmable' offers the combined facilities of a powerful, straightforward arithmetic calculator, an advanced scientific calculator and a 36-step keyboard entry programmable at a price of about £17.30, up to 75 per cent cheaper than any existing comparable calculator. This new all-purpose unit has been designed by Sinclair Radionics Ltd to break fresh ground in the world calculator market and to appeal to a wide calculator-user audience, including school children, from the age of 12, through to university and college students, professional engineers, accountants and mathematicians. In addition, the machine's twin advantages of time saving on repetitive calculations and a consistent accuracy once a program is entered are likely to lead to its acceptance by non-technical personnel for applications such as checking price conversions and stock control. With a comprehensive four-book, 294-programme library this programmable calculator is able to handle a broad spectrum of the most frequently used calculations in finance and statistics, mathematics, physics and engineering and electronics.

Further information: circle 306

Technology news

Minerals in a marine environment – new film from Warren Spring Laboratory

Due to a ship's motion, a cargo which appears to be perfectly safe can develop into an unstable fluid mass. This has now been demonstrated as part of a research programme being carried out at Warren Spring Laboratory, where damp materials, such as mineral concentrates or fine coals could, it was shown, in certain conditions, change from solid to liquid and then back to solid again, possibly causing the cargo vessel to list.

This was only part of a general programme of research and development designed to study the behaviour of bulk cargoes, improve the technology of dredging, onboard processing, materials handling and disposal of waste from processing operations. A 12 minute film 'Not all at sea', produced for the Department of Industry by the Central Office of Information, describes progress on the design of facilities for monitoring and simulating a ship's motion, and further developments from this work.

In order to keep a dredge pipe continuously on the seabed, it is necessary to design equipment to compensate for the movement of the ship. Warren Spring Laboratory has now produced a system which is able to measure heave, pitch and roll. A motor-driven gyroscope gives direct voltage outputs of these angles of inclination. An accelerometer is mounted on the motor platform. This keeps it horizontal, and gives a measure of acceleration which can be converted to actual heave displacement displayed on a recorder.

With this equipment it is possible to monitor ship's motion and the performance of swell compensators under actual operating conditions at sea. Results can be displayed on board immediately and also recorded for detailed examination afterwards.

This equipment is now manufactured commercially, and is available for purchase.

Having measured the way in which a given ship behaves, the next step is to be able to reproduce those conditions within a laboratory. This means providing platforms which can be made to roll, pitch, and heave, just like ships at sea, and then to study the performance of equipment mounted on them.

At Warren Spring Laboratory the original platform with which the investigations began can be loaded up to one tonne. It can produce up to 25 degrees of roll, 12 degrees of pitch, 6 degrees of yaw, but only a limited amount of heave and is suitable for pilot-scale equipment testing.

Subsequently, a second simulator was produced which can reproduce the total displacement for heave. This can be used for investigation on small scale models, and experiments such as sedimentation tests.

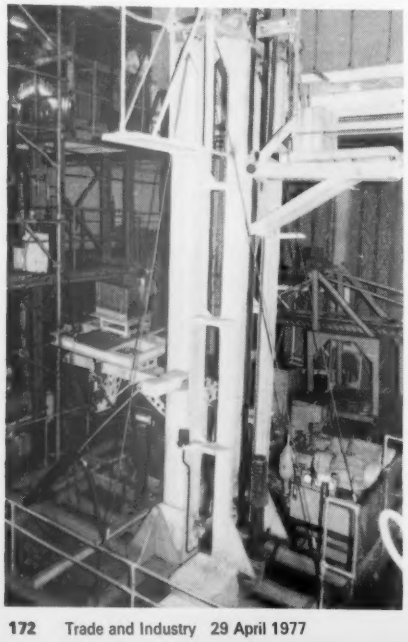
The next objective was to design a simulator which would take pilot-scale equipment and full-scale equipment, and a large system has now been produced with a capability now of over 3.5m heave displacement. It is built for a payload of up to 1.5 tonnes, and able to simulate out-to-out angular motions of roll and pitch of 16 degrees.

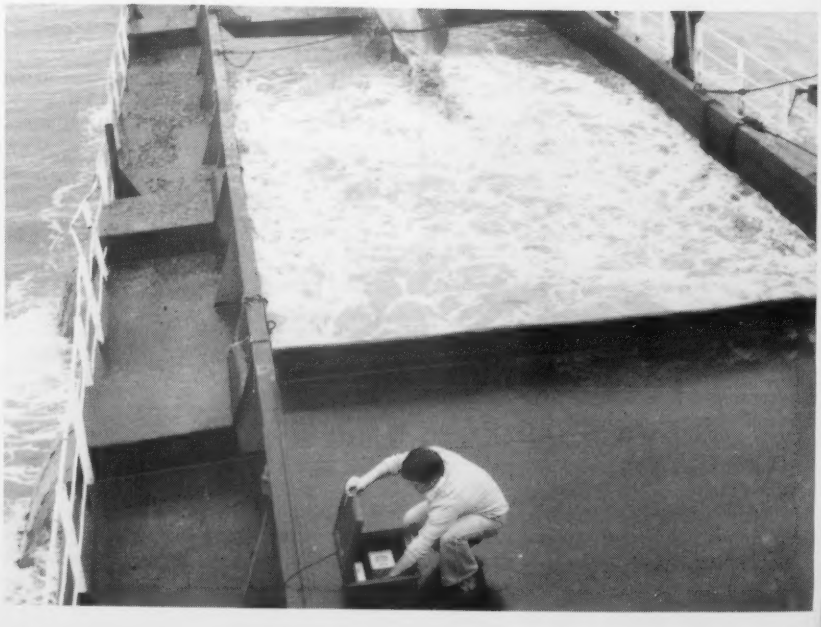
Although another way of performing these tests would be to make a small-scale rig and install it on board a ship, this would mean having to wait until the weather conditions were suitable to give the extremes which were required for testing. Therefore a simulator of this type is extremely useful because a whole year's weather conditions can be simulated in just a few hours.

A large ship owner, for instance, would find it very much cheaper to put equipment on a rig like this, and try it out before buying a large number of them and installing them on a large number of ships.

Further information: circle 307

Left : one of three platforms at Warren Spring Laboratory designed to simulate the rolling, pitching and heaving motions of a ship at sea. These facilities make it possible to test equipment and to find out whether various cargoes, such as finely granulated coal, are likely to liquefy in certain sea conditions, and so represent a hazard. On the left of the picture a model cargo container can be seen on the platform. Right : setting up a motion monitor at sea, on the deck of a dredger. Both photographs are taken from the 12 minute film, 'Not all at sea', which describes some of the work undertaken at Warren Spring Laboratory.





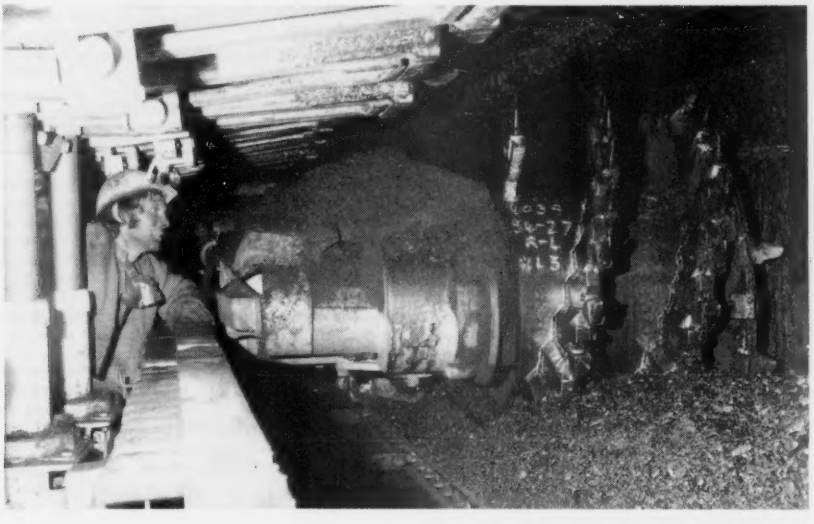
Queen's award winners

Some of the firms which have won the Queen's award for technological achievement. For Queen's awards for export achievement see page 183. A complete list of award winners was given in last week's issue.

1977

1 A chainless haulage system for longwall working in mines, developed by Pitcraft of South Yorkshire. The system is a rack and pinion type mechanism with a static rack of steel pegs and an endless roller link chain driven from the power loader. Over the years stoppages due to shearer haulage chain breakages has tended to increase and the new arrangement improves both safety and performance.
2 Sub-sea pipelines can be buried with this trenching machine, designed by Land and Marine Engineering of Merseyside, seen here being hoisted from a work barge for positioning on a North Sea pipeline. The machine is fitted with a watertight capsule containing the hydraulic and electronic control equipment and is connected to the support barge by a single multicore electric cable, which enables it to be operated by remote control.
3 The airfield surface movement indication system (ASMI) at Heathrow airport, produced by the Hersham division of Decca Radar. Originally designed as an aid to the monitoring of movement on runways in bad visibility, ASMI radar can provide a detailed display of all aircraft and vehicles on runways and taxiways. In the display illustrated, aircraft can be seen on the runways.
4 Weeds can be controlled by Nortron, a selective herbicide developed by the agrochemical division of Fisons, at Hauxton, Cambridge. A member of the benzofuransulphonate group, the product is particularly useful in weed control in sugar beet crops and is safe to use in ryegrass for the control of other grasses. The picture shows how weed-free a crop can look when Nortron is used.

1



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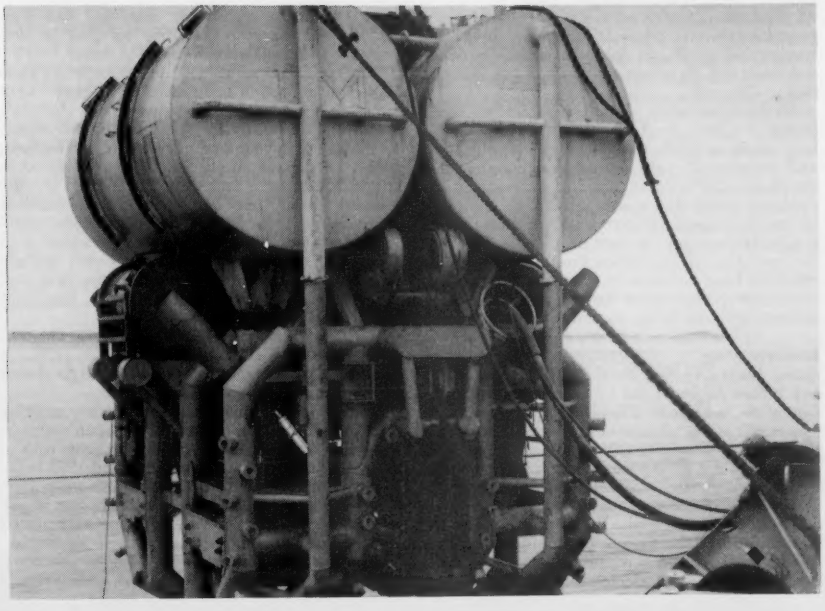

4

Parliament

Tuesday, 19 April

Electronic chips

Mrs Lynda Chalker (Wallasey) asked the Secretary of State for Industry what study his department was making of industrial opportunities likely to result from development of electronic chips.

Mr Cryer said: 'The department, in association with other European governments and with the commission of the EEC, has subscribed to a major study by a consultant of the market for semiconductors, including integrated circuits. The Electronics Research Council, which advises the Ministry of Defence and the Department of Industry, will give special attention to this sector during the coming year and so will the Computer Systems and Electronics Research Requirements Board. Several sector working parties under the industrial strategy are also concerned with the effect on industry of integrated circuit developments.'

Sector working party reports

Kenneth Clarke (Rushcliffe) asked which sector working parties of the NEDC had published their reports and how many had not, and who had decided, on the basis of what criteria, that certain sector working party reports should be published whilst others were not.

Mr Cryer replied: 'The following sector working parties have made available versions of the reports submitted at the end of last year: ferrous foundries, non-ferrous foundries, pumps and valves, fluid power equipment, industrial engines, mechanical handling equipment, industrial trucks, construction steelwork, automation and instrumentation, telecommunications, electronic components, electronic computers, industrial electrical equipment, domestic electrical appliances, paper and board, rubber processing. Twenty sector working parties have decided not to make their reports available at all or have yet to make a decision on this. It is for the sector working parties themselves to decide whether to release their reports. In arriving at their decisions one factor they no doubt take into account is the importance of not making widely available information which might be valuable to overseas competitors.'

Shipbuilding industry

T. H. H. Skeet (Bedford) asked what methods of support, aid or grants were available to the shipbuilding industry in the United Kingdom which were compatible with EEC and Gatt obligations.

Mr Huckfield said: 'The United Kingdom shipbuilding industry has access to cost escalation insurance and credit facilities for both home and export orders, and benefits from shipbuilders' relief which is a rebate of indirect taxes. In addition the industry is eligible for assistance under the Industry Act 1972. In particular the government announced on 24 February the introduction of a £65 million fund under part 2 of the Industry Act 1972 to assist the yards in Britain to obtain orders. All these measures are considered to be compatible with our international obligations.'

Mr Skeet asked for an assessment of the volume of orders likely to be available on the world market for the construction of merchant ships in the foreseeable future.

Mr Huckfield said the volume of new orders placed world-wide in 1975 and 1976 had been of the order of 13 to 14 million gross tons annually. The level of ordering was not expected to increase significantly before the end of the decade.

Mr Skeet asked if the government intended to invest state money more heavily in the profitable shipbuilding companies in the United Kingdom or in companies which had failed to secure orders or whether it was government policy to aid all the recently acquired companies indiscriminately or subject to performance criteria.

Mr Huckfield said any government assistance to shipbuilding companies would be made on a selective basis and would take into account performance and profitability.

Heathrow subsonic departures

John Cope (South Gloucestershire) asked for the average number of subsonic departures from Heathrow each month and how many were of Boeing 707 aircraft.

Mr Clinton Davis said that during 1976 the monthly average of subsonic jet departures was 10,470 and of non-jet departures 1,090. Average Boeing 707 departures were 1,104.

Anti-dumping

Richard Wainwright (Colne Valley) asked for a list of all the provisional anti-dumping duties imposed by the Department of Trade during the last 12 months.

Mr Meacher gave the following information:

PROVISIONAL ANTI-DUMPING DUTIES

Commodity	Country of origin	Date of imposition
Charges no longer in force		
Mechanical alarm clocks	German Democratic Republic	26.5.76
	Czechoslovakia	
	Hungary	
	Poland	
	Romania	
	People's Republic of China	
Bicycle chains	Taiwan	23.11.76
Charges still in force		
Stainless steel bars and billets	Spain	25.10.76 (renewed 25.1.77)
Steel reinforcing bars	South Africa	24.12.76
Stereo flong	USA	3.2.77
Ball and tapered roller bearings	Japan	9.2.77
Steel light sections	Spain	1.4.77
Steel light sections	Japan	7.4.77

The provisional charges on bicycle chains from Taiwan and on mechanical alarm clocks from China were replaced by substantive duties. The charges on alarm clocks from other countries were withdrawn following the negotiation of satisfactory price undertakings with the producers.

Commodity price common fund

Mr Skeet asked about the attitude of the United Kingdom government on the north-south dialogue involving a common fund which was deadlocked recently in Geneva and what was the alignment of the major industrial states.

Mr Meacher said: 'Together with other members of the EEC, the UK agrees that there should be a common fund. Our views on the objectives and purpose of such a fund and certain other questions which would need to be resolved are reflected in the documents setting out the views of the developed countries. While the Unctad secretariat have put forward detailed proposals on the operation of a common fund, the developing countries have not done so. Their ideas on certain particular points were however set out in a preliminary way in the summing up documents.'

Electric plug

Arthur Lewis (Newham North West) asked the Secretary of State for Prices and Consumer Protection, in the light of the fact that the EEC was discussing the introduction of a new type of electric plug on a universal basis throughout the community, without a fuse, what would be the estimated cost for introducing such fittings into Great Britain generally and government and local government offices and establishments in particular.

Mr Maclennan replied: 'Any proposals the Commission of the European Communities may put forward for the agreement of member states on a new system of electrical plugs and socket-outlets are likely to be based on a voluntary international standards on which the International Electrotechnical Commission (IEC) is at present seeking the agreement of its 42 member countries. If this type of IEC system were introduced in the UK, additional costs both generally and for government and local government offices and establishments would depend heavily on the period involved and the manner of implementation. These costs cannot usefully be estimated at present but would be minimised by an evolutionary introduction over a very long transitional period; there would then be no need to change existing serviceable installations.'

Ministers

Department of Industry

Secretary of State: Eric Varley
Ministers of State: Alan Williams
Gerald Kaufman
Parliamentary Under-Secretaries of State: Robert Cryer
Leslie Huckfield

Department of Trade

Secretary of State: Edmund Dell
Parliamentary Under-Secretaries of State: Michael Meacher
Stanley Clinton Davis

Department of Prices and Consumer Protection

Secretary of State: Roy Hattersley
Minister of State: John Fraser
Parliamentary Under-Secretary of State: Robert Maclennan

Wednesday, 20 April

Shipbuilding industry

Mr Skeet asked how many of the UK shipbuilding companies operate in development areas and how many outside, and whether shipbuilding aid will be made available to all builders regardless of location.

Mr Huckfield said: 'Of the shipbuilding companies or groups of companies employing 250 or more persons in the third quarter of 1976, 13, including Harland and Wolff, are located wholly or mainly in development or special development areas. Of the remaining six, three are located in intermediate areas and three are located in non-assisted areas. The companies in the assisted areas employ over 90 per cent of the total workforce engaged in shipbuilding. Any assistance to shipbuilding companies will be based on the merits of the case; the location of the yard and other relevant factors will be taken into consideration.'

Mr Skeet asked for an estimate of the output capacity of the Japanese shipbuilding industry and the percentage of total world orders taken by Japanese yards for the last year for which figures are available.

Mr Huckfield: 'There is no satisfactory measure of shipbuilding capacity as such. Japan's annual output of approximately 17 million gross tons in the peak production years of 1974 and 1975 is the best available indication of their capacity. According to Lloyd's Register of Shipping, 56 per cent of world orders by gross tonnage were placed in Japanese yards in 1976.'

Mr Skeet asked the Secretary of State for Industry to state his policy towards a national or European system of

tariff proposals or protection to aid the UK shipbuilding industry against competition from builders in the Far East.

Mr Huckfield said: 'The United Kingdom is a firm advocate of a community policy to safeguard the shipbuilding industry but the government do not believe that the imposition of tariff barriers is an effective way of dealing with Far Eastern competition in this industry.'

Petrol consumption

Nigel Lawson (Blaby) asked the Secretary of State for Energy for his estimate of the likely saving in petrol consumption in the first full year as a result of the increased petrol duty imposed in the budget, and the likely dissaving in petrol consumption in the first full year as a result of the proposed ending of the 50 mph and 60 mph energy-saving temporary speed limit.

Dr J. Dickson Mabon, Minister of State, Department of Energy, replied:' The budget increase in road fuel duty is expected to reduce motor spirit consumption by about 1 to 2 per cent in 1977-78 below what it would otherwise have been, and by more in the longer term. Precise estimates of the effect on motor spirit consumption of ending the 50 and 60 mph speed limits cannot be made because of the many different factors involved. However, it is expected that any consequential increase in motor spirit consumption would be much less than 1 per cent.'

Thursday, 21 April

Merchant ship output

Mr Skeet asked for the tonnage of merchant ships produced annually by common market countries and for the percentage of total capacity in each state these figures represented. He also wanted to know the UK capacity for building merchant shipping and what percentage of that capacity was under-utilised at the latest date for which figures were available.

Mr Huckfield said there was no satisfactory measure of shipbuilding capacity as such or of its utilisation. One indication was the output achieved in recent years. Lloyds Register of Shipping had published the following figures for merchant ships completed in EEC countries during each of the last three years:

MERCHANT SHIPS OUTPUT

'000 gross registered tons

	1974	1975	1976
United Kingdom	1,198	1,170	1,500
Belgium	256	201	211
Denmark	1,076	969	1,034
France	1,046	1,150	1,673
Germany (FR)	2,142	2,499	1,874
Italy	953	792	715
Netherlands	942	1,028	634
Republic of Ireland	0.4	30.5	29

Food subsidies

Nigel Spearing (Newham South) asked the Secretary of State for Prices and Consumer Protection if he would publish a table showing the level of food subsidies provided by the government since February 1974, both in global terms for each commodity and in price per unit and those changes already announced but not yet implemented.

Mr Maclennan said: 'The level of expenditure on food subsidies since April 1974 is given below. It is not possible, without incurring disproportionate cost, to give figures from February 1974 but expenditure in the first quarter of 1974 is shown, where applicable.

'The food subsidy programme will be phased out during this year. The precise timing will be announced nearer the event. Variations in the approximate retail level of subsidies since February 1974 have been as follows:

MILK	Per pint
February 1974	1p
From April 1974	2p
From October 1974	2½p
From April 1975	2p
From December 1976	1p
From April 1977	½p
BUTTER	Per lb
February 1974	2p
From 1 April 1974	5½p
From 7 October 1974	9p
From 1 March 1975	11p
From 6 June 1976	7p
From 14 November 1976	4p
From 28 December 1976	Abolished
CHEESE	Per lb
From 6 May 1974	7p
From 11 November 1974	12p
From 25 January 1976	10p
From 14 November 1976	7p
From 28 December 1976	3p
BREAD	Per large loaf
From 25 March 1974	½p
From 13 May 1974	2p
From 16 August 1974	2½p
From 13 January 1975	3p
From 16 February 1975	2½p
From 30 November 1975	2p
From 9 August 1976	1½p
From 2 January 1977	1p
FLOUR	Per lb
From 2 September 1974	1p
TEA	Per lb
From 2 September 1974	8p
From 26 September 1976	Abolished

Companies Act exemptions

Arthur Blenkinsop (South Shields) asked the Secretary of State for Trade whether he has granted any exemptions under section 27(9) of the Companies Act 1976.

Mr Clinton Davis said: 'The Secretary of State has granted one exemption under section 27(9) of the Companies Act 1976, in favour of Bank of England Nominees Ltd, a wholly owned subsidiary of the Bank of England. Bank of England Nominees Ltd have given a number of undertakings about the use to be made of the exemption. They will hold securities as nominee only on behalf of heads of state and their immediate family, governments, official bodies controlled or closely related to governments, and international organisations formed by governments or official bodies. They will in turn seek certain assurances from anyone in the eligible categories who wishes them to hold securities as that person's nominee; these assurances are to cover (a) the fact that the person is the beneficial owner of the securities to be held by Bank of England Nominees Ltd; (b) that the beneficial owner will not use his interest in any securities held by Bank of England Nominees Ltd to influence the affairs of the company in which shares are held except as shareholders in general meetings of that company; (c) that the beneficial owner is aware of his overriding obligation, under section 33 of the Companies Act 1976 as amended, to disclose his interest to the company in which shares are held if he is interested in 5 per cent or more of that company's share capital.

'Bank of England Nominees Ltd has also undertaken to make a report annually to the Secretary of State for Trade of the identity of those for whom it holds securities, and, provided that it holds securities for two or more people, the total value of the securities held. The contents of such reports are to be confidential to the secretary of state.'

Multi-national corporations

Kevin McNamara (Kingston upon Hull Central) asked the Secretary of State for Industry what action he intended to take to strengthen international co-operation in the field of operations of multi-national corporations to ensure that they adhered to the guidelines laid down by the OECD council in June 1976; and what proposals he had to give effect to the recommendations on multinational corporations in paragraph 18 of resolution 639 of the parliamentary assembly of the Council of Europe.

Mr Williams replied: 'Her Majesty's government believe that international co-operation is needed to deal with the international aspects of the operations of transnational corporations. We are playing a full part in the relevant activities of the various international organisations, particularly in the work of the UN commission on transnational corporations which has just begun work on a code of conduct. We will keep the relevant provisions of resolution 639 in mind in the course of this work. In my rt hon friend's foreword to Cmnd 6525 he expressed the government's full support for the OECD declaration on international investments and multinational enterprises to which resolution 639 refers and commended the guidelines for multinational enterprises contained therein to UK companies. Her Majesty's government will continue to play a full part in the intergovernmental consultation machinery which has been established in OECD to provide a forum for reviewing the application of the OECD guidelines.'

Mr McNamara also asked the Secretary of State for Industry, whether, within the OECD, he had produced proposals introducing mandatory legislation concerning multi-national corporations.

Mr Williams said: 'This is a complex field where we have to adopt an evolutionary approach and the next step is to gain experience of the application of the guidelines.'

Friday, 22 April

Insider trading

Ian Wrigglesworth (Teesside, Thornaby) asked the Secretary of State for Trade if his department was consulted by the stock exchange and the takeover panel over the newly announced code of conduct to prevent insider trading, whether he considers it necessary to introduce legislation to seek to prevent insider trading, in the light of the new code, and, in the light of the new code of conduct issued by the stock exchange and the takeover panel, what role his department will now play in ensuring insider trading does not take place.

Mr Clinton Davis said that, as announced on 21 October 1976, legislation will be introduced as soon as opportunity permits to bring insider trading within the scope of the law. It was hoped to publish a consultative document in the next few months. 'Although the stock exchange and the take-over panel did not formally consult the department in advance of their recent statement, there is constant informal contact, and we welcome these measures which will complement and reinforce the coming legislation,' Mr Clinton Davis said.

Life assurance

Robert McCrindle (Brentwood and Ongar) asked the Secretary of State for Trade whether he would introduce regulations under the Insurance Companies Act 1974 requiring sellers of life assurance to provide a period during which a purchaser may change his mind and cancel the arrangement. He asked also if the proposed requirement to allow a purchaser of life assurance to change his mind within a given period would not apply after the first premium on a long-term contract had been paid.

Mr Clinton Davis said: 'It is my intention to introduce regulations as soon as possible under section 65 of the Insurance Companies Act 1974. These regulations will activate sections 66 and 67 of the act, which provide for a ten-day cooling-off period within which a purchaser of a life assurance policy may withdraw from his contract without loss. Under section 66(1) the cooling-off period cannot expire before the day on which the first (or only) premium has been paid and, in some circumstances, may extend beyond that day.'

FOOD SUBSIDIES

£ million

	1974 (Jan-Mar)	1974/75 (Apr-Mar)	1975/76 (Apr-Mar)	1976/77 (Apr-Mar) (provisional)
Milk†	56.5	324.8	283.7	227.6
Butter*	5.0	71.2	113.6	53.0
Cheese	—	38.7	58.7	44.7
Bread	—	62.6	77.6	50.5
Flour	—	3.9	7.9	8.0
Tea	—	16.4	30.2	17.3
Total	61.5	517.6	571.7	401.1
* Includes Feoga expenditure	2.5	11.6	21.4	8.7
† Includes expenditure under Appropriation Acts	56.5	46.4	10.1	—

Overseas trade news

Opportunities for trade in Korea – Dell

There are good opportunities for British industry in Korea's new five-year plan. A communiqué issued at the end of a visit to Korea by Secretary of State for Trade Edmund Dell said opportunities existed for investment, joint ventures and technical co-operation in electronics, power generators, heavy chemicals, machinery, iron and steel, non-ferrous metals, petrochemicals and machine equipment.

Mr Dell said that there was 'very great scope' for an increase in trade between the two countries and he looked forward to an expansion in the next few years. 'My message to UK business men,' Mr Dell said, 'is that they should come to Korea to see the opportunities here.' British banking and financial services are expanding their interests in Korea and both they and British manufacturers have the opportunity to contribute to Korea's continuing economic progress. Mr Dell also said he hoped that the increase in trade – it had nearly trebled in three years – would continue at a comparable order of magnitude.

During the visit Mr Dell signed an agreement on double taxation relief and announced plans for a major exhibition of British industrial and scientific technology in Seoul in June 1978. In line with Korea's policy of diversifying its trade, the Koreans are planning to send a buying mission to the UK later this year.

The British embassy in Seoul has recently prepared market reports on Korea's textile machinery, electronics, metal-working and marine and port equipment industries. Copies of these reports, together with a draft of Korea's fourth five-year plan, can be obtained from Mr T. G. Norman, CRE Division, Department of Trade, 1 Victoria Street, London SW1H 0ET. tel. 01-215 5642.

Anti-dumping action on Spanish steel . . .

Edmund Dell, Secretary of State for Trade, has imposed an anti-dumping duty on certain stainless steel bars imported from Spain. The rate of duty, which came into effect on 22 April, varies from 8 per cent to 16 per cent according to the type of steel.

The duty replaces the provisional anti-dumping duty of 10 per cent on all Spanish stainless steel bars and billets which has been in effect since 25 October 1976.

This move follows a full examination of the British industry's complaints of dumping by Spain. As a result of their inquiries, which included a detailed investigation in Spain by an official team from the Department of Trade, the government is satisfied that dumping is occurring and that it is causing material injury to the British industry.

Satisfactory assurances have been given by the Spanish authorities to the effect that they will only supply to fulfil existing contracts, which are running out. As a result no further action will be taken at present against stainless steel billets. Imports from Spain of valve steel have stopped.

Steel action elsewhere

The anti-dumping duty on Spanish steel is a further example of the government's activity on behalf of the steel industry. Other action includes a full anti-dumping investigation by the department into imports of certain tool and high-speed steel bars from Austria. An investigation into possible breaches of the European Coal and Steel Community (ECSC) price alignment rules is also being carried out by the European commission at the UK's request.

The department is carrying out a full anti-dumping investigation into non-alloy light sections and flats from Japan and this is coupled with a provisional charge of £20 per tonne on light sections. There is also continuing discussions between the EEC commission and the Japanese about levels of Japanese exports of stainless steel to the UK in the second half of 1977, to add to the existing export forecasts on high-speed and tool steel given last year to the commission who, at the UK's request, have taken up with the Japanese the question of their exports to this country.

A provisional charge of £38 per tonne has been placed on re-inforcing bars from South Africa pending the outcome of a full anti-dumping investigation and the department is also carrying out an anti-dumping investigation into non-alloy light sections and flats.

Non-alloy light sections from Spain are the subject of a full anti-dumping investigation into imports and a provisional charge of £31.50 per tonne has been applied. A negotiated settlement has been agreed between the UK and Spain on re-inforcing bars.

Investigations have been started by the EEC commission, instigated by the UK, into possible breaches by Sweden of ECSC pricing rules with regard to high-speed and tool-steel bar. The government has also approached the Swedish authorities about imports of non-ECSC high-speed and tool-steel bars and a full response is expected shortly.

. . . and US probes concluded

Two anti-dumping investigations, into stereo flong and printed circuit-board drills from the United States have been concluded.

A voluntary undertaking on future price levels of stereo flong has been received from the 3M (Minnesota Mining and Manufacturing) Company and as a result, the department is not proceeding further with its investigation.

The order imposing a provisional charge to anti-dumping duty on stereo flong originating in the United States and produced by the 3M Company will lapse on 3 May.

Any provisional charge already paid on imports of stereo flong will be refunded by Customs and Excise without application by the importer or his agents.

The investigation into imports of printed circuit-board drills from the United States has established that no dumping is taking place and the case has now been closed.

IDB explains export opportunities

Now that the UK has become a member of the Inter-American Development Bank (IDB), British firms are eligible to take part in all IDB-financed projects in Latin America and the Caribbean.

These opportunities were explained at four meetings arranged by the British Overseas Trade Board on 18 and 19 April, when two senior officials of the Inter-American Development Bank spoke to some 200 consultants, contractors and manufacturers.

The officials were Guillermo Moore, manager of project analysis, and James Lynn, senior deputy manager of operations. They were accompanied by Robert Puttemans, alternate director representing the UK, Belgium, Denmark and the Federal Republic of Germany at the IDB, and Guillermo Villaveces, the bank's London representative.

The bank, which has its headquarters in Washington, provides loans for basic development projects in Latin America and the Caribbean. By the end of 1976 the bank had lent almost $10.2 billion for nearly 1,000 projects covering agriculture, forestry, fishing, electric power, transport, communications, industry, mining, health, sanitation, education, housing, urban development, tourism, pre-investment, technical co-operation and export financing.

The visitors emphasised that while the bank issues strict guidelines on procurement of goods and services for the projects it finances, recipient countries have full responsibility for that procurement. It is therefore important for firms to make themselves known to the recipient countries. Stress was also placed on the important role played by the IDB field officers resident in all recipient countries who help to administer the execution of projects and assist in the identification of new projects.

The visit was concluded with a reception hosted by the British Overseas Trade Board where the visitors met representatives of

UK banks active in Latin America and the Caribbean.

Firms wishing to follow up projects financed by the IDB should contact the Projects Sub-Section of the British Overseas Trade Board, 50 Ludgate Hill, London EC4M 7HU, which receives early information about all projects financed by the bank.

Exporting to the US

Over 250 companies took part in a series of workshops arranged by the British Overseas Trade Board's North American Advisory Group in Birmingham, Cardiff, Bristol, Teesside and Glasgow earlier this month. The series was designed to highlight opportunities for UK exporters in the middle-western market of the United States.

The panel of speakers included John Heath, consul-general, Chicago, Richard Gash, consul (commercial), Cleveland, and Anthony Perry, British-born president of Perry International Inc, a consultant and management company based in Philadelphia. They gave practical advice on how opportunities might best be exploited and the many ways in which diplomatic posts in North America and the services of the British Overseas Trade Board at home could be of assistance to exporters.

During special open-forum sessions, companies were encouraged to raise with the panel any problems or questions about exporting to, or marketing in, the United States generally and many interesting and stimulating points were aired during the series.

A summary of the speeches given by the panel is available from John Northover, North American Advisory Group, Room 433, 1 Victoria Street, London SW1H 0ET, tel. 01-215 5328.

Oil pollution problems discussed in Hamburg

Meeting in Hamburg from 20 to 22 April, representatives from eight governments of states bordering the North Sea and adjacent waters (the Skagerrak and the English Channel) discussed questions related to strengthening and improving mutual information and co-operation in combating pollution of the sea by oil.

On the invitation of the Federal Republic of Germany, 26 delegates from Belgium, Denmark, France, the Netherlands, Norway, Sweden and the UK attended the meeting which was chaired by the head of the German delegation, Dr Gerhard Breuer.

Under consideration was the agreement for co-operation in dealing with pollution of the North Sea by oil concluded in 1969. This so-called 'Bonn-Agreement', which was signed by the seven governments, obliges contracting parties to inform the other contracting parties about measures taken and new ways in which oil pollution may be avoided and new, effective measures to deal with oil pollution. Furthermore the agreement provides for mutual warning and assistance in the case of severe pollution.

Experiences in combating oil pollution were exchanged and relevant problems which for the time being are unsolved were discussed. As a first step full information in a standardised scheme on all equipment and materials for combating oil spills available in each country was agreed upon. It was also agreed that a standard form for reporting the presence of oil slicks, the so-called 'oilrep', will be used in the future and the list of the competent authorities responsible for receiving these reports was updated and will be updated at intervals.

It became apparent that periodical meetings of the governments concerned at intervals of about two years will be necessary, although the next meeting should take place at an earlier date, probably in April 1978, again in Hamburg.

First ECGD buyer credit for East Germany . . .

A £13.8 million loan arranged by Lloyds Bank International Ltd acting on behalf of Lloyds Bank Ltd to Deutsche Aussenhandelsbank A. G., Berlin is being backed by the Export Credits Guarantee Department.

This is the first East German contract to be financed under an ECGD buyer credit facility.

The loan will help finance a contract awarded by Industrienlagen Import to Catalytic International Incorporated for the design, procurement, supervision of erection and start-up of a chlorine plant at Bitterfeld.

. . . backing for US loan . . .

A £28 million loan arranged by Lloyds Bank International Ltd acting on behalf of Lloyds Bank Ltd to Corpus Christi Petrochemical Co of Corpus Christi, Texas, is being backed by ECGD.

The loan will help finance a contract awarded by Stone and Webster Inc of New York to Stone and Webster Engineering Ltd of London for the design, engineering, supply and commissioning of equipment and services for an ethylene plant to be built 10 miles south-west of Corpus Christi.

The contract forms the UK portion of a liquid feedstock cracker project which has a capacity of 1,200 million pounds of ethylene a year. It is expected that as many as 30 UK firms will win sub-contracts to supply plant and equipment.

. . . and line of credit for Irish Republic

ECGD is also backing a £1 million loan to enable Irish buyers to place orders in the UK for capital goods and associated services.

The loan is being made available by Lloyds Bank to Lombard and Ulster Banking Ireland Ltd of the Republic of Ireland.

UK suppliers will receive 80 per cent of the contract value from the loan; the remaining 20 per cent is payable from the buyer's own resources. To qualify under the terms of the loan, a contract must have a minimum value of £30,000 and be placed by 6 April 1978.

UK-GDR reciprocal health co-operation

UK residents visiting the German Democratic Republic will be able to get urgent medical treatment free under a reciprocal health co-operation agreement signed in East Berlin on 14 April. The health agreement covers all urgent medical treatment except any arising from road accidents, where charges are made. The reciprocal agreement also provides for the exchange of visits by British and medical experts from the GDR.

The agreement with the GDR is the latest in the growing number of reciprocal health-care agreements which allow UK residents to get urgent medical treatment free or at reduced cost if they are ill abroad. In addition to the health care arrangements available within the EEC, Britain now has agreements with Austria, Bulgaria, the Channel Islands, Czechoslovakia, Gibraltar, Malta, New Zealand, Norway, Poland, Romania, Sweden, USSR and Yugoslavia.

B & O may spend £1m a year on UK components

Signing purchasing orders for British quality components is (right) Morten Bagger, a senior purchasing executive with Bang and Olufsen, who has established a UK purchasing office at the Gloucester premises of Bang and Olufsen's British subsidiary. The establishment of this UK purchasing office is largely due to the efforts of Denis Ball (left), a market engineer in the British Overseas Trade Board's European Components Service. The service is confident that the Danish firm will spend about £4 million in Britain over the next three years.

Major Merseyside export conference

A major export campaign organised by the British Overseas Trade Board will take place on Merseyside on 11 and 12 May. The Duke of Kent will take part.

The campaign, which is being led by BOTB chairman Sir Frederick Catherwood, will highlight the exporting achievements of four companies: Tavener Rutledge Ltd, manufacturers of sugar and confectionery products, of Liverpool; H. H. Robertson (UK) Ltd of Ellesmere Port, whose business is the manufacture of non-residential building products and erection services; Capper-Neill International Ltd of St Helens, who are engaged in on-site erection of storage and process plant; and Sykes-Pickavant Ltd of Lytham St Annes, who supply general engineering services tools.

An all-day conference, 'Export Dynamics', will be held on the second day, 12 May, at the Adelphi Hotel, Liverpool, when about 250 senior management and shop-floor delegates are expected to attend. At the conference, detailed case studies of the four firms, prepared by the School of Business Studies at Liverpool University, will be presented by Brian Redhead of BBC Radio's *Today* programme. Jack Jones, general secretary of the Transport and General Workers Union and a member of the BOTB, will attend the conference in the afternoon.

Visit by overseas commercial officer

The following overseas commercial officer is expected to be in this country shortly, when he will be available for discussions:

Sudan: C. E. Cooper, third secretary (commercial) in Khartoum since June 1976, available July 1977.

Because commercial officers often have only limited time at their disposal it may not always be possible to fit everyone in. Where it is possible, firms are reminded that the Export Services and Promotions Division of the Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU, which is in close touch with all overseas commercial officers, can very often supply advice or the information that applicants hoped to obtain at the interview. Outside London, the regional offices of the Department of Industry, Welsh and Scottish Offices and the Department of Commerce, Belfast, can also help.

British firms and organisations who wish to meet the officer are asked to write for an appointment, giving full details of the specific export problem and commodities involved.

Firms in Northern Ireland should contact the Export Branch of the Department of Commerce, Belfast; those in Wales, the Welsh Office, Cardiff; and for Scotland, the Scottish Office, Glasgow. For firms in the eastern region and the London and south-eastern region (and any organisation in the other regions who would prefer or be prepared if necessary to meet the officer in London) should write to Tours Section, Department of Trade, 50 Ludgate Hill, London EC4M 7HU. For all other regions, firms should contact the appropriate Department of Industry regional office (exports).

Gabon mission sees UK communications equipment

A joint inward mission from Gabon was sponsored by the Electronic Engineering Association and the British Overseas Trade Board from 27 March to 7 April.

The guests were Thomas Souah, director-General of the Office of Posts and Telecommunications, and Nestor Tchimina, director of National Transmission. The invitations were extended against the background of Gabon's current five-year development plan which highlights the need for overhaul and extension of the communications network, although specific plans will not be drawn up until the end of the year.

The programme included calls on Cable and Wireless, Racal and Marconi, Redifon, Ferranti and Plessey.

The British range of products and the industry's experience in solving problems appropriate to Gabon's experience gave the visitors considerable assurance and drew much praise from them.

Although Gabon is not a traditional British market, it is not a closed one. Mr Souah stated that until his visit he had felt there was a wall between the two countries, but this had now been breached. He had found his first visit to the UK fruitful in terms of the wealth of information made available and he had formed friendships that were likely to be lasting. He concluded, on a positive note, that his visit would bear fruit in the future.

Notices to importers

Issued by the Department of Trade, Import Licensing Branch, Charles House 375 Kensington High Street, London W14 8QH. Telephone inquiries should be addressed to the number at the end of the notice.

1612: Imports of Indian cotton yarn and certain garments from India and Pakistan

Country	Tariff heading/description
India	**ex 61.02** Women's, girls' and infants' dresses and skirts containing more than 50 per cent by weight of woven cotton
Pakistan	**ex 61.03** Men's and boys' shirts containing more than 50 per cent by weight of woven cotton

Notices to importers 1598 and 1610 (*Trade and Industry*, 11 February and 22 April) announced the liberalisation of certain textile items previously subject to quantitative restriction when imported into the UK, and the latter notice gave details of arrangements for importing during the remainder of 1977 certain textile goods which are to remain subject to quantitative restrictions.

This notice announces further liberalisation of certain cotton garments originating in India and Pakistan and sets out the licensing arrangements for cotton yarn, not put up for retail sale, originating in India.

Liberalisation of certain cotton goods from India and Pakistan

The following goods from the countries indicated will be liberalised with effect from 29 April and will in future be subject to UK surveillance licensing, details of which are set out in notices to importers 1484 and 1502. Should however imports of any of these liberalised goods reach disruptive levels, quotas may be re-introduced and traders are reminded that quantitative restrictions may be imposed and import licences revoked at any time.

Cotton yarn from India

The present restriction on cotton yarn, not put up for retail sale, originating in India, is to continue and will for the remainder of 1977 be administered by Import Licensing Branch. The licensing arrangements and quota established for the period 1 April to 31 December 1977 are as follows:

Tariff heading/description	Quota
55.05 Cotton yarn, not put up for retail sale	5,500 tonnes

Traders seeking an allocation from this quota should apply not later than 20 May to Import Licensing Branch, on form ILB/A. Applications should be accompanied by a statement of past trade by the applicant for each of the years 1974, 1975, 1976 and from 1 January to 31 March 1977, supported by a report by a qualified, practising, independent accountant. A pro-forma for this purpose is available from Import Licensing Branch and applications will only be dealt with on receipt of correctly completed forms.

Inquiries: Import Licensing Branch, tel. 01-603 4644 ext. 367.

Hungary: the case for industrial co-operation

Successful co-operation with Hungary: Ethicon's research facility near Edinburgh. The company has been awarded the Queen's award for export achievement in 1977.

Co-operation has become a watchword in business dealings with Hungary. This article from the commercial department of the British embassy in Budapest explains how firms prepared to co-operate with Hungarian industry can benefit from increased export opportunities.

As a small country, Hungary is vitally dependent on trade. But Hungarian reliance on imported raw materials, and especially oil, has contributed to at least a temporary balance-of-payments deficit with all her main trading partners, leaving her short of the convertible currency on which so much of her heavily export-oriented investment programme depends.

To reduce this deficit, Hungarian enterprises are increasingly looking to various forms of co-operation deals with foreign suppliers. Relatively cheap manufacturing costs and a low inflation rate make the country an attractive supplier of a widening range of increasingly sophisticated industrial goods. However, unlike a fair number of their European competitors on the Hungarian market, many British companies have not traditionally incorporated industrial co-operation in their marketing strategies, and Hungary has not until recent years attracted the attention of more than a comparatively small group of specialist British exporters.

In these circumstances co-operation comes to be defined as any formula which avoids straight purchase of goods and services against convertible currency. It might include countertrade agreements between the foreign partner and a Hungarian enterprise, which might be arranged in a similar product field – components for example – or, with the involvement of a third party, it might be quite unrelated either to the output or to the sphere of business of the foreign partner. Co-operation might also cover manufacture under licence, possibly beginning with assembly of imported parts and progressing towards full manufacturing. Production-sharing, market-sharing, joint ventures and joint development are all possible formulae and there are examples of all these in operation.

Although frequently demanded as an opening gambit in negotiation by Hungarian state-owned foreign trading companies, single-contract counterpurchase is not the official policy of the Hungarian Ministry of Foreign Trade, which recognises the effect such demands have on import prices and also the distortions that counterpurchase maintains in the pattern of manufacturing industry. It is not therefore included in the definition of co-operation for present purposes.

Points in favour

Why should British companies 'co-operate' with Hungarian industry? First it may very often secure business that might otherwise not be obtained and, from the negative point of view, because if they do not others certainly will. There are, for example, nearly 10 times as many co-operation projects between Hungary and West German companies as with British industry, and other western countries such as Denmark are starting to step up similar activities.

Second, given Hungary's shortage of convertible currency, it will be difficult for the UK to win an increased share of the Hungarian market except by some form of partnership. The field for potential co-operation is extremely wide, given that Hungary's number one trading priority is a 60 per cent increase in exports to the non-rouble area between 1976 and 1980.

A brief look at some of the existing Anglo-Hungarian co-operation arrangements will illustrate this diversity. There are six Anglo-Hungarian joint companies established in the UK engaged in marketing different types of Hungarian goods and the most recent, Central European Fruit Ltd, was formed only last year. But already, as with the other companies, which include industrial chemicals and footwear, good results are expected. The increase in Hungarian exports achieved by these joint companies works towards the narrowing of the bilateral trade imbalance and therefore, in turn, improves the climate for the potential British exporter.

There are examples of successful licensing of production in many fields from agricultural chemicals to paints and construction methods and, most recently, in the sphere of textiles. For joint production – and as an example of third market co-operation – there are current negotiations designed to bring about Anglo-Hungarian sales in the African and other developing-country markets.

Successful joint development

In the sphere of joint development of products, a recent successful project has thrown into question the view held by many that this area involves a one-way transfer of technology to the centrally-planned economies. As such it deserves perhaps more detailed mention. The Edinburgh-based company, Ethicon Ltd, has recently brought on to the market a newly-developed surgical implant under the name Biethium. The origins of this product go back to Hungarian research work in the mid-fifties by Michael Gerandas, furthered by Professor Horn in Budapest, who proposed the use of the absorbable animal fibrin for treatment of stress incontinence. Following an option licence agreement in 1974, Ethicon Ltd successfully resolved manufacturing problems and secured the necessary product licence from the Department of Health and Social Security. In addition, Ethicon Ltd, as a world-wide exporting company, possesses extensive marketing facilities which in turn will be of great benefit to the co-operative venture.

These examples are by no means comprehensive. Other forms of co-operation are under consideration, including the possible joint construction and equipping of public buildings in third countries and the leasing of equipment.

A brief review of the Hungarian govern-

ment's economic plan for 1977 will reveal the areas of priority development.

In the industrial sector, power generation, engineering and chemicals are the priority sectors. Fixed investment across the board is to grow by 8 per cent. With a falling industrial labour force productivity is particularly important. A priority development area within the chemical industry is processing for the major new PVC and polypropylene plants due to come on stream in early 1978.

In agriculture, the main growth area is to be vegetables and fruit. Vegetables are to be planted on 8 per cent more ground. Fertiliser usage will grow by 14 per cent over 1976. Milk production is to grow about 4 per cent and the number of slaughter pigs by 8 per cent. Pigmeat processing for export is an important growth sector.

In foreign trade, the plan aims at an increase of 17 to 18 per cent in exports to non-socialist countries and an 8 per cent rise in imports; in 1976, the UK's exports to Hungary rose by 11 per cent and imports from Hungary by 16 per cent.

How to go about co-operation with Hungary

Companies interested in the possibility of discussing co-operation with Hungary can approach any of several organisations:

The Hungarian Embassy, Commercial Section, 46 Eaton Place, London

The Hungarian Chamber of Commerce, Budapest V, Kossuth Lajos tér 6-8
Contact: Miss Zsuzsa Reményi, British desk officer

Hungarian enterprise for the promotion of industrial co-operation: Intercooperation Ltd, Budapest I, Atila út 14
Contact: Dr Attila Kövesdi, managing director

Hungarian enterprise for promotion of co-operation in the engineering industry: Hunicoop, Budapest VI, Népköztársaság útja 113
Contact: Mr I. Rásonyi

Hungarian foreign trade company for commercial exploration of new technology (eg the co-operation with Ethicon Ltd referred to in the article): Novex Ltd, Budapest V, Március 15 tér 1. IV
Contact: Mrs Judít Salusinszky, managing director

Advertising agency also undertaking introduction of potential business partners: Magyar Hirdető, Budapest V, Felszabadulás tér 1
Contact: Mrs Judít Solymár

The Commercial Section, British Embassy, Budapest V, Harmincad utca 6
Contacts: Mr S. N. P. Hemans, first secretary (commercial), Mr S. C. Johns, second secretary (commercial), Miss A. J. Sampson, third secretary (commercial)

Further information is also available from the Commercial Relations and Exports Division of the Department of Trade, 1 Victoria Street, London SW1H 0ET, tel. 01-215 5258.

Overseas trade exhibitions

Inroads made into German fashion market

From D. Cox, British consulate-general, Munich

Fifty-one British companies took part in the thirty-fifth Munich fashion week held between 13 and 17 April. Forty-one of these were involved in a joint venture between the Clothing Export Council and the British Overseas Trade Board.

Overall, British participants made up the fifth largest foreign contingent. In total, there were 1,715 exhibitors from 26 countries, approximately one third of this number being from outside the Federal Republic. The fair organisers claim that some 46,000 visitors were attracted to this Mode Woche, about 7,000 fewer than at this time last year and 4,000 fewer than at last October's event.

Of the firms who took part in the joint venture, 30 were situated in the traditional hall 7 site and the remainder, many newcomers to the event, in the upper floor of hall 14, occupying sites of 660m² and 260m² respectively.

Demand for and availability of space at this increasingly significant fair made this division of participants unavoidable, but, although it gave many new firms valuable Mode Woche experience, it proved to be a less than ideal arrangement.

It was plain from an early stage that there were fewer buyers in the halls than on previous occasions. Apart from the general economic climate, other factors which may have contributed towards this were the comparative lateness of the event this year and the fact that it followed the Paris and London fairs. In addition the fair opened on the Wednesday after Easter – during a week which tends to be unfavourable for business in this part of the world – whereas in the past it has normally started at a weekend, which will presumably be the case in the future. The last two days, Saturday and Sunday, attracted noticeably more visitors although many were clearly not buyers.

Despite this comparative quietness, many of the joint-venture participants were generally pleased with the amount of business done and the firm orders taken, sometimes with a relatively low number of inquiries.

The spring event is traditionally strong for furriers, many of whom do not come back in October. Such firms as M. Edelson and Philip Hockley confirmed the continued popularity of quality furs.

Among kilt manufacturers, Clan Laird and F. J. Bacon reported high levels of orders from new and existing contacts, partly because of the excellent reputations which both firms have built up through continued Mode Woche participation and the fact that good-quality 'folklore' type products continue to thrive in this market.

E. Brown Leathers and Windsor Leatherware reported orders of around £70,000, confirming that good quality leather is still in demand, despite the pressure which cheaper products from the east are presenting.

Several other firms, although disappointed with the level of orders taken, reported good contacts made and two or three firms had appointed new agents as a result of their participation at this fair. Other firms felt that they had made their desired inroads into German, Austrian and Swiss markets. In some cases one or two very good orders had made coming to Munich financially worthwhile, and, for others, the promise of spin-off business achieved the same result. Most of those firms who were disappointed with their performances felt that, with reservations, they would like to be involved in future Mode Woche events. The next will take place in Munich between 2 and 6 October.

UK firms win awards at Paris show

From Robert Hyde, British embassy, Paris

'Le Cadeau et L'Entreprise' was held at the Porte de Versailles exhibition park from 1 to 6 April.

Britain has in recent years been prominently represented at this attractive business gifts show, and on this occasion nine British companies took part in a joint venture sponsored by the British Premium Merchandise Association. Among British exhibitors who enjoyed a successful show, London Emblem and Sari Fabrics won awards for their badge-making machine and plastic advertising aprons respectively.

The top prize at the show was won by the French importer Soprodif with an ingenious British roller ruler device with telescopic handle manufactured by Rotarul.

This colourful show maintained its reputation as one of the European leaders in this field of continuing interest to the commercial world, as an attendance of some 15,000 trade visitors indicated.

ECGD addresses

The Export Credits Guarantee Department's head office is at Aldermanbury House, Aldermanbury, London EC2P 2EL. (Tel. 01-606 6699). ECGD has 10 local offices in various parts of the United Kingdom, and these are listed from time to time in *Trade and Industry*.

trade promotions guide

BOTB

A **Trade and Industry** quarterly guide April 1977

JBA

offers a complete exhibition service

James Brewster Associates (JBA) was formed some five years ago by a group of people whose experience in the exhibition business totals more than 50 years. JBA's aim was to offer a complete exhibition and conference organising and consultancy service to governments, federations, associations and other similar international bodies.

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- A series of new major international exhibitions staged in Brazil.
- Assistance in the organisation, on behalf of the Brazilian Government, of Brasil Export, a 30,000 square metre exhibition that took place in Brussels ; Brazilian participation in the exhibition at the American Society of Travel Agents conference in Montreal ; a five-day seminar on Investments in Brazil held in Salzburg.
- JBA also operates on behalf of US organisers bringing solely American exhibitions and conferences to the UK, Western and Eastern European countries.
- JBA was responsible, in association with Industrial and Trade Fairs International Ltd., on behalf of HMG, for the advertising, promotion and public relations campaigns in respect of the British Industrial Exhibition recently held in Caracas, Venezuela.

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trade promotions guide

A **Trade and Industry** quarterly guide. Published with the 29 April 1977 issue

Editorial
Trade and Industry, Room 439, 1 Victoria Street, London SW1H 0ET 01-215 5730

Advertising
T. G. Scott & Son Ltd, 1 Clement's Inn, London WC2A 2ED 01-242 6264

1 OVERSEAS FAIRS AND SYMPOSIA

where BOTB support is planned or under consideration
page 4

Further information about individual events can be obtained from the trade association or the BOTB contact (01-248 5757) whose name and telephone extension is given against the event. The cut-off date at the end of each entry indicates the closing date for applications for BOTB support.

2 STORE PROMOTIONS

where BOTB support is planned or under consideration
page 18

GENERAL INQUIRIES ON BOTB SUPPORT

Fairs and Promotions Branch, Department of Trade, Hillgate House, 26 Old Bailey, London EC4M 7HU, **01-248 5757**

Overseas trade fairs ext 7051
Store promotions ext 7183
British Export Marketing Centre, Tokyo, ext 7104 or 7317
Outward missions and symposia ext 306
UK trade fairs ext 7109

Special Export Services Branch, Export Services and Promotions Division, Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU, **01-248 5757**
Inward missions ext 463

3 MISSIONS

where BOTB support is planned or under consideration
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Further information on individual outward missions can be obtained from the trade association or the BOTB Fairs and Promotions Branch contact named against the event. Information on inward missions can be obtained from Miss G. M. Stannard (01-248 5757 ext 463).
For outward missions the cut-off date at the end of each entry indicates the closing date for applications for BOTB support.

4 OTHER OVERSEAS FAIRS

This section covers overseas fairs not listed in section 1.
page 20

5 UK FAIRS

This section lists major fairs and exhibitions in the UK.
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Cover photographed from an export display pack produced by Aldisplay Ltd, London SE1

Classification

General 4, 20, 28
Agriculture, forestry, fishing, agricultural machinery 4, 21, 28
Aircraft and aeronautical equipment 5, 21, 28
Books and periodicals 5, 21, 28
Building, public works and construction equipment 5, 21 28
Chemicals and allied industries, including plastics 5, 22, 28
Clothing 6, 22, 28
Display and shop equipment 6, 22, 28
Engineering, electrical and electronic, including radio and television 6, 22, 28
Engineering, other 6, 22, 28
Foodstuffs, food machinery, hotel and catering equipment 8, 24, 29
Footwear 8, 24, 29
Furniture, furnishings, household equipment and hardware 8, 24, 29
Gas and oil extraction and distribution including offshore activities 9, 29
Handicrafts 29
Heating and ventilating 9, 24, 29
Horticulture and horticultural equipment 9, 24, 29
Hospital, medical, surgical and dental equipment 9, 24, 29
Jewellery and giftware 10, 24, 29
Laundry and allied services 25
Leather, leather goods and fur 10, 25
Motor vehicles, motor cycles and cycles 10, 25, 29
Music and musical instruments 12, 25, 29
Office machinery and equipment 12, 25, 29
Packaging machinery and materials, including containers 12, 25, 30
Photographic equipment 12, 25
Pottery and glassware 12, 25
Printing, stationery and printing machinery 12, 25, 30
Scientific instruments and nuclear equipment 12, 25, 30
Ships and boats 13, 25, 30
Sports goods and camping equipment including caravans 13, 25, 30
Textiles and textiles machinery 13, 26, 30
Toys and games 14, 26
Watches and clocks 14, 26, 30
Water, effluent and air treatment plant including anti-pollution, cleaning and refuse disposal equipment 14, 26, 30
Other specialised fairs 15, 26, 30

1

OVERSEAS FAIRS AND SYMPOSIA

where BOTB support is planned or under consideration

General fairs

1977

SEOUL: British Consultants Bureau Seminar (Technology '77). 17-19 May 1977. R. King ext. 7317.

BUDAPEST: International Spring Fair. 18-26 May 1977. The Department of Trade will organise a British Pavilion at this event. M. J. Dempsey ext. 7246. Cut off date passed.

LISBON: International Fair (FIL). 27 May-7 June 1977. Joint venture with Birmingham Engineering and Building Centre. Miss L. M. O'Brien ext. 7092. Cut off date passed.

TEL AVIV: International Trade Fair (Capital Goods) (Technology '77). 8-15 June 1977. The Department of Trade will organise a British Pavilion at this event. Miss H. G. Goldberg ext. 325. Cut off date passed.

POZNAN: International Technical Goods Fair. 12-21 June 1977. The Department of Trade will organise a British Pavilion at this event. M. Dempsey ext. 7246. Cut off date passed.

AUCKLAND: New Zealand International Trade Fair. 19-27 August 1977. The Department of Trade will organise a British Pavilion at this event. Mrs W. M. MacIver ext. 7093. Cut off date passed.

FRANKFURT: International Trade Fair (Autumn). 28-31 August 1977. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 690. Cut off date not yet arranged.

PLOVDIV: International Trade Fair. 3-10 September 1977. The Department of Trade will organise a British Pavilion at this event. L. Devine ext. 7213. Cut off date passed.

LEIPZIG: International Autumn Fair. 4-11 September 1977. The Department of Trade will organise a Trade Information Stand. L. Devine ext. 7213.

TEHRAN: 5th International Trade Fair. 19 September-1 October 1977. The Department of Trade may organise a British Pavilion. W. M. McKinnon ext. 602. Cut off date passed.

NAIROBI: International Show. 27 September-1 October 1977. Joint venture with Birmingham Chamber of Industry and Commerce. Miss L. M. O'Brien ext. 7092. Cut off date passed.

BAGHDAD: International Fair. 1-15 October 1977. The Department of Trade may organise a British Pavilion. P. G. H. Robinson ext. 7314. Cut off date passed.

BUCHAREST: International Technical Exhibition (Tehnoexpo). 15-24 October 1977. The Department of Trade may organise a British Pavilion at this event. L. Devine ext. 7213. Cut off date passed.

LAGOS: 1st Lagos International Trade Fair. 27 November-11 December 1977. The Department of Trade will organise a British Pavilion at this event. S. Seaman ext. 571. Cut off date passed.

1978

FRANKFURT: International Trade Fair (Spring). 26 February-2 March 1978. Joint ventures with appropriate trade associations. Miss S. J. Parkes ext. 690. Cut off date not yet arranged.

HONG KONG: British Industrial Exhibition. 6-11 March 1978. All British organised by the Department of Trade. S. F. Morris ext. 360. Cut off date 15.7.77.

CAIRO: International Fair. March 1978. The Department of Trade may organise a British Pavilion. P. G. H. Robinson ext. 7314. Cut off date not yet arranged.

LEIPZIG: International Spring Fair. March 1978. Joint ventures with appropriate trade associations. L. Devine ext. 7213. Cut off date not yet arranged.

BUDAPEST: International Spring Fair. Spring 1978. The Department of Trade may organise a British Pavilion at this event. M. J. Dempsey ext. 7246. Cut off date not yet arranged.

HANOVER: Hanover Fair. 19-27 April 1978. Joint ventures with appropriate trade associations and Official Information Office. A. S. Rees ext. 7080. Cut off date 29.7.77.

POZNAN: International Technical Goods Fair. June 1978. The Department of Trade may organise a British Pavilion at this event. M. Dempsey ext. 7246. Cut off date not yet arranged.

LISBON: International Fair (FIL). June 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date 15.12.77.

FRANKFURT: International Trade Fair (Autumn). August 1978. Joint ventures with appropriate trade associations. Miss S. J. Parkes ext. 690. Cut off date not yet arranged.

HELSINKI: International Trade Fair Consumer Goods. September 1978. Joint venture with appropriate trade association. T. G. Webb ext. 7207. Cut off date not yet arranged.

TEHRAN: International Trade Fair. September 1978. The Department of Trade may organise a British Pavilion. W. M. McKinnon ext. 602. Cut off date not yet arranged.

NAIROBI: International Show. September 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date not yet arranged.

LEIPZIG: International Autumn Fair. September 1978. Joint ventures with appropriate trade associations. L. Devine ext. 7213. Cut off date not yet arranged.

1979

FRANKFURT: International Trade Fair (Spring). February 1979. Joint ventures with appropriate trade associations. Miss S. J. Parkes ext. 690. Cut off date not yet arranged.

HANOVER: Hanover Fair. April 1979. Official Information Office and joint ventures with the appropriate trade associations. A. S. Rees ext. 7080. Cut off date not yet arranged.

Agriculture, forestry, fishing and agricultural machinery

1977

REGGIO EMILIA: Pig Fair. 28 April-1 May 1977. Joint venture with National Pig Breeders Association. Miss H. Goldberg ext. 325. Cut off date passed.

HANOVER: International Trade Fair for Machinery and Equipment for the Wood Industry (LIGNA). 15-24 May 1977. Joint venture with Machine Tool Trades Association. Miss H. A. V. Smith ext. 7201. Cut off date passed.

HANOVER: International Exhibition of Poultry and Pig Production. 22-25 June 1977. Joint venture with British Agricultural Export Council. Miss H. A. V. Smith ext. 7201. Cut off date passed.

SEATTLE: Commercial Fishing Exhibition. 14-17 October 1977. Joint venture with appropriate trade association. Miss K. M. Thorogood ext. 7094. Cut off date 31.5.77.

1978

HARRISBURG: Pennsylvania Farm Show. January 1978. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date July 1977.

TORONTO: Canada Farm Show. February 1978. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date August 1977.

LOUISVILLE: National Farm Machinery Show. February 1978. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date August 1977.

PARIS: 49th International Agricultural Machinery Exhibition (SIMA). March 1978. Joint venture with appropriate trade association. R. E. Newton ext. 7205. Cut off date 30.9.77.

PARIS: International Agricultural Exhibition. March 1978. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date 30.9.77.

VERONA: International Agricultural Fair. March 1978. Joint venture with appropriate trade association. Miss H. Goldberg ext. 325. Cut off date 1.9.77.

FRANKFURT: International Agricultural Exhibition (DLG). 28 April-4 May 1978. Joint ventures with appropriate trade associations. Miss H. A. V. Smith ext. 7201. Cut off date not yet known.

ZARAGOZA: International Agricultural Machinery Fair. April 1978. Joint venture with appropriate trade association. Miss L. O'Brien ext. 7092. Cut off date 1.10.77.

REGGIO EMILIA: Pig Fair. April-May 1978. Joint venture with appropriate trade association. Miss H. Goldberg ext. 325. Cut off date 1.10.77.

FOGGIA: Agricultural Fair. April-May 1978. Joint venture with appropriate trade association. Miss H. Goldberg ext. 325. Cut off date 30.9.77.

PARIS: International Dairy Equipment Exhibition. 26-30 June 1978. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date 26.1.77.

1979

TORONTO: Canada Farm Show. February 1979. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date August 1978.

PARIS: 50th International Agricultural Machinery Exhibition (SIMA). March 1979. Joint venture with appropriate trade association. R. E. Newton ext. 7205. Cut off date 29.9.78.

PARIS: 50th International Agricultural Exhibition. March 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date 30.9.78.

VERONA: International Agricultural Fair. March 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 325. Cut off date 1.9.78.

FOGGIA: Agricultural Fair. April-May 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 325. Cut off date 30.9.78.

REGGIO EMILIA: Pig Fair. April-May 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 325. Cut off date 1.10.78.

HANOVER: International Trade Fair for Machinery and Equipment for the Wood Industry (LIGNA). May 1979. Joint venture with appropriate trade association. Miss H. A. V. Smith ext. 7201. Cut off date not yet arranged.

HANOVER: International Exhibition of Poultry and Pig Production. June 1979. Joint venture with appro-

BOTB contact

01-248 5757

Name and telephone extension given against each event.

priate trade association. Miss H. A. V. Smith ext. 7201. Cut off date not yet arranged.

Aircraft and aeronautical equipment

1977

PARIS: 32nd International Aeronautics and Space Exhibition. 2-12 June 1977. Joint venture with Society of British Aerospace Companies Ltd. R. E. Newton ext. 7205. Cut off date passed.

VIENNA: International Airport Construction and Equipment Exhibition. 7-10 September 1977. Joint venture with London Chamber of Commerce. Miss H. Goldberg ext. 325. Cut off date passed.

1978

TOKYO: British Export Marketing Centre – Aerospace Equipment Exhibition. 16-20 May 1978. Sponsored by Society of British Aerospace Companies. Contact P. Kidson 01-839 3231. S. F. Morris ext. 360. Cut off date 15.7.77.

Books and periodicals

1977

SAN FRANCISCO: Annual Convention and Exhibition of the American Booksellers Association. 28-31 May 1977. Joint venture with Book Development Council. M. J. Low ext. 7204. Cut off date passed.

WARSAW: International Book Fair. May 1977. Joint venture with Book Development Council. M. Dempsey ext. 7246. Cut off date 22.4.77.

NEW YORK: Special Libraries Association Congress. 5-9 June 1977. Joint venture with Association of Learned and Professional Society Publishers. Miss M. Thorogood ext. 7094. Cut off date passed.

FRANKFURT: International Book Fair. 12-17 October 1977. Joint venture with appropriate trade association. Miss H. A. V. Smith ext. 7201. Cut off date 15.7.77.

1978

CAIRO: International Book Fair. January-February 1978. Joint venture with Book Development Council. P. G. H. Robinson ext. 7314. Cut off date not yet arranged.

BRUSSELS: International Book Fair. March 1978. Joint venture with appropriate trade association. Miss L. O'Brien ext. 7092. Cut off date 1.11.77.

BOLOGNA: International Book Fair for Children and Youth. April 1978. Joint venture with appropriate trade association. Miss H. Goldberg ext. 325. Cut off date 1.11.77.

CHICAGO: Annual Convention and Exhibition of the American Booksellers Association. June 1978. Joint venture with appropriate trade association. M. J. Low ext. 7204. Cut off date not yet arranged.

USA: Special Libraries Association Congress. June 1978. Joint venture with appropriate trade association. Miss K. M. Thorogood ext. 7094. Cut off date December 1977.

FRANKFURT: International Book Fair. September-October 1978. Joint venture with appropriate trade association. Miss H. A. V. Smith ext. 7201. Cut off date not yet arranged.

1979

BOLOGNA: International Book Fair for Children and Youth. April 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 325. Cut off date 1.11.78.

Building, public works and construction equipment

1977

TEHRAN: International Construction Fair. 29 April-6 May 1977. Joint venture with Building Materials Export Group. W. M. McKinnon ext. 602. Cut off date passed.

STUTTGART: International Shutter and Blinds Fair (R '77). 9-12 June 1977. Joint venture with Birmingham Engineering and Building Centre Ltd. Miss H. A. V. Smith ext. 7201. Cut off date passed.

SINGAPORE: International Materials Handling and Construction Machinery Exhibition (IMAC '77). 5-9 October 1977. Joint venture with Birmingham Engineering and Building Centre Ltd. P. A. Greig ext. 7099. Cut off date passed.

PARIS: International Building Exhibition (Batimat). 24 November-4 December 1977. Joint venture with: Building Materials Export Group. British Carpet Manufacturers Association. Miss L. A. Cape ext. 7211. Cut off date passed.

TOKYO: British Export Marketing Centre – Building Materials Exhibition. 29 November-3 December 1977. Sponsored by the Building Centre Group. Contact D. Clayton 01-637 1022. S. F. Morris ext. 360. Cut off date passed.

1978

HANOVER: International Builders Supplies Exhibition (Constructa). 15-22 February 1978. Joint venture with Building Materials Export Group. Miss H. A. V. Smith ext. 7201. Cut off date passed.

BRUSSELS: International Building Materials and Accessories Exhibition (Batibouw) and European Heating, Air Conditioning and Ventilating Exhibition (Euroclima). February 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date 30.6.77.

SINGAPORE: International Building Exhibition. 15-18 March 1978. Joint venture with Building Centre Group. P. A. Greig ext. 7099. Cut off date 3.9.77.

PARIS: 11th International Public Works and Building Equipment Exhibition (Expomat). May 1978. Joint venture with appropriate trade association. R. E. Newton ext. 7205. Cut off date 3.10.77.

TEHRAN: International Construction Fair. 20-26 June 1978. Joint venture with appropriate trade association. W. M. McKinnon ext. 602. Cut off date not yet arranged.

Chemicals and allied industries, including plastics

1977

COPENHAGEN: International Biochemical Congress. 15-19 August 1977. Joint venture with British Laboratory Ware Association Ltd. T. G. Webb ext. 7207. Cut off date passed.

MOSCOW: The 4th International Exhibition (Chemistry Khimiya '77). 1-15 September 1977. The British Overseas Trade Board will organise a Pavilion. L. Devine ext. 7213. Cut off date passed.

CHICAGO: Exposition of Chemical Industries. 5-8 December 1977. Joint venture with the Birmingham Chamber of Commerce. Miss F. J. Cooleen ext. 7097. Cut off date April 1977.

1978

TOKYO: British Export Marketing Centre. 11-15 April 1978. Plastic and Rubber Technology Exhibition. Sponsored by British Plastics Federation (D. Brown 01-734 2041). R. King ext. 7317. Cut off date 17.6.77.

TOKYO: British Export Marketing Centre – Plastic and Rubber Technology Seminar. 11-15 April 1978. R. King ext. 7317. Cut off date not yet arranged.

MUNICH: International Trade Exhibition and Congress for Biochemical Analysis (Analytica). 18-22 April 1978. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 690. Cut off date not yet arranged.

TORONTO: Plastics Show of Canada. 5-9 June 1978. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date August 1977.

PARIS: International Plastics and Rubber Exhibition (Europlastique). 13-21 June 1978. Joint venture with British Plastics Federation. R. E. Newton ext. 7205. Cut off date 9.5.77.

GOTHENBURG: International Chemical Trade Fair (KEMI '78). 7-10 November 1978. Joint venture with appropriate trade association. T. G. Webb ext. 7207. Cut off date not yet arranged.

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VIENNA / WARSAW.

BMT

ENCIRCLE TI 13 ON PAGE 30 FOR FURTHER INFORMATION

1 OVERSEAS FAIRS AND SYMPOSIA
where BOTB support is planned or under consideration

TOKYO: International Plastics Fair. November 1978. Joint venture with appropriate trade association. R. King ext. 7317. Cut off date not yet arranged.

Clothing

1977

COLOGNE: International Men's Fashion Week. 21-23 August 1977. Joint venture with British Menswear Guild. B. G. Doyle ext. 7045. Cut off date not yet arranged.

PARIS: Children's Fashionwear Exhibition. 10-13 September 1977. Joint venture with National Children's Wear Association. Miss L. A. Cape ext. 7211. Cut off date 13.5.77.

PARIS: European Menswear Exhibition (Autumn Session) (SEHM). 10-13 September 1977. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date 13.5.77.

DUSSELDORF: International Fashion Trade Fair (Igedo Dessous). 11-14 September 1977. Joint venture with Clothing Export Council. Mrs C. Miller ext. 7203. Cut off date 16.5.77.

NEW YORK: European Fashion Fair. 25-28 September 1977. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

MUNICH: International Fashion Week. 2-6 October 1977. Joint venture with appropriate trade association. A. S. Rees ext. 7080. Cut off date not yet arranged.

COLOGNE: International Fair for the Child. 7-9 October 1977. Joint venture with Westminster Chamber of Commerce. B. G. Doyle ext. 7045. Cut off date 27.5.77.

PARIS: International Exhibition of Women's Ready to Wear Clothing (Pret-a-Porter). 22-26 October 1977. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date 13.5.77.

DUSSELDORF: International Fashion Trade Fair (IGEDO). 23-27 October 1977. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date 4.7.77.

1978

PARIS: Knitting Industries Exhibition. February 1978. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date 7.7.77.

PARIS: European Menswear Exhibition (SEHM). February 1978. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date 17.7.77.

PARIS: Children's Fashionwear Exhibition. February 1978. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date 17.7.77.

NEW YORK: European Fashion Fair. 5-8 March 1978. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

COPENHAGEN: 25th Scandinavian Fashion Week. 16-19 March 1978. Joint venture with appropriate trade association. T. G. Webb ext. 7207. Cut off date not yet arranged.

PARIS: International Exhibition of Women's Ready to Wear Clothing (Pret-a-Porter). March 1978. Joint venture with appropriate trade association. R. E. Newton ext. 7205. Cut off date 9.1.78.

MUNICH: International Fashion Week. 2-6 April 1978. Joint venture with appropriate trade association. A. S. Rees ext. 7080. Cut off date not yet arranged.

BRNO: International Consumer Goods Fair. April 1978. Joint venture with appropriate trade associations. M. Dempsey ext. 7246. Cut off date not yet arranged.

DUSSELDORF: International Fashion Fair (IGEDO). April 1978. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

COLOGNE: International Men's Fashion Week. August 1978. Joint venture with appropriate trade association. B. G. Doyle ext. 7045. Cut off date not yet arranged.

DUSSELDORF: International Fashion Trade Fair (Igedo Dessous). 11-14 September 1978. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

PARIS: European Menswear Exhibition (Autumn Session) (SEHM). September 1978. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7011. Cut off date 5.4.78.

PARIS: Children's Fashionwear Exhibition. September 1978. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7011. Cut off date 5.4.78.

COLOGNE: International Fair for the Child. October 1978. Joint venture with appropriate trade association. B. G. Doyle ext. 7045. Cut off date 1.4.78.

MUNICH: International Fashion Week. October 1978. Joint venture with appropriate trade association. A. S. Rees ext. 7080. Cut off date not yet arranged.

DUSSELDORF: International Fashion Trade Fair (IGEDO). October 1978. Joint venture with appropriate trade association. Mrs. C. Miller ext. 7203. Cut off date not yet arranged.

1979

PARIS: European Menswear Exhibition (SEHM) Spring Session. February 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

Display and shop equipment

1978

DUSSELDORF: 5th European Fair Modern Shopfitting and Display with Congress (Euroshop). 7-11 April 1978. Joint venture with appropriate trade association. Mrs. C. Miller ext. 7203. Cut off date 31.5.77.

Engineering, electrical and electronic, including radio and television

1977

BRUSSELS: Computer Peripheral, Small Computer and Systems Exhibition (Compec). 10-12 May 1977. Joint venture with London Chamber of Commerce and Industry. Miss L. M. O'Brien ext. 7092. Cut off date passed.

MONTREUX: International Television Equipment Exhibition. 3-9 June 1977. Joint venture with Electronic Engineering Association. Miss L. M. O'Brien ext. 7092. Cut off date passed.

CHICAGO: Summer Consumer Electronics Show. 5-8 June 1977. Joint venture with Federation of British Audio. J. W. Coupar ext. 7242. Cut off date passed.

MOSCOW: The 2nd International Exhibition of Electrotechnical Equipment and Power Transmission Lines (Elektro '77). 9-23 June 1977. Joint venture with British Electrical and Allied Manufacturers Association. L. Devine ext. 7213. Cut off date passed.

DALLAS: National Computer Conference. 13-16 June 1977. Joint venture with Business Equipment Trade Association. M. D. Seymour ext. 265. Cut off date passed.

SAN FRANCISCO: Western Electronic Show and Convention (Wescon). 19-21 September 1977. Joint venture with Electronic Engineering Association. Miss F. J. Cooleen ext. 7097. Cut off date passed.

WEISBADEN: Military Electronics (Defence Equipment) Exhibition. 27-29 September 1977. Joint venture with Electronic Engineering Association. A. S. Rees ext. 7080. Cut off date passed.

ATLANTA: Intelcom '77 (International Telecommunications Exposition). 10-14 October 1977. Joint venture with Electronic Engineering Association. Miss F. J. Cooleen ext. 7097. Cut off date passed.

OSAKA: Electronics Show. 14-19 October 1977. Joint venture with Electronic Engineering Association. R. King ext. 7317. Cut off date passed.

VIENNA: 'Internepcon/Vienna '77'. 9-12 November 1977. Joint venture with Westminster Chamber of Commerce. Miss H. Goldberg ext. 325. Cut off date 10.6.77.

MUNICH: Exhibition and Congress for Electronics Production (Productronica). 22-26 November 1977. Joint venture with SIRA Institute Ltd. Miss S. J. Parkes ext. 690. Cut off date passed.

1978

USA: National Computer Conference. Joint venture with appropriate trade association. M. D. Seymour ext. 265. Cut off date not yet arranged.

PARIS: 13th International Lighting Exhibition. January 1978. Joint venture with appropriate trade association. R. E. Newton ext. 7205. Cut off date 1.6.77.

ANAHEIM: National Electronic Packaging and Production Conference and Exhibition. March 1978. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date 3.10.77.

USA: Institute of Electrical and Electronic Engineering (Electro). March 1978. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date not yet arranged.

USA: National Association of Broadcasters Convention and Exhibition. March 1978. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date 5.12.77.

STOCKHOLM: International Instruments and Measurements Techniques Trade Fair (IM). 24-28 April 1978. Joint venture with Sira Institute. T. G. Webb ext. 7207. Cut off date 24.6.77.

PARIS: Exhibition of Electronic Components. April 1978. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

CANNES: International Television Programme Market (MIP-TV). April 1978. Joint venture with appropriate trade association. R. E. Newton ext. 7205. Cut off date 30.1.78.

LAS VEGAS: Summer Consumer Electronics Show. 8-12 May 1978. Joint venture with appropriate trade association. J. W. Coupar ext. 7242. Cut off date not yet arranged.

DUSSELDORF: Fourth International HI-FI Exhibition. 18-24 September 1978. Joint venture with appropriate trade association. Mrs. C. Miller ext. 7203. Cut off date not yet arranged.

SAN FRANCISCO: Western Electronic Show and Convention (Wescon). September 1978. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date April 1977.

COPENHAGEN: Electronik '78. October 1978. Joint venture with appropriate trade association. T. G. Webb ext. 7207. Cut off date not yet arranged.

MUNICH: International Trade Fiar for Production in the Electronic Industry (Electronica). November 1978. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 690. Cut off date not yet arranged.

1979

PARIS: 14th International Lighting Exhibition. January 1979. Joint venture with appropriate trade association. R. E. Newton ext. 7205. Cut off date 1.6.78.

ANAHEIM: National Electronic Packaging and Production Conference and Exhibition (Nepcon West). March 1979. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date September 1978.

USA: National Association of Broadcasters Convention and Exhibition (NAB '79). March 1979. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date December 1978.

USA: Institute of Electrical and Electronic Engineering (Electro '79). March 1979. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date not yet arranged.

Engineering, other

1977

CHICAGO: Plant Engineering and Maintenance Show. 9-12 May 1977. Joint venture with London Chamber of Commerce. M. D. Seymour ext. 265. Cut off date passed.

CHICAGO: Design Engineering Show and Conference. 9-12 May 1977. Joint venture with London Chamber of Commerce. M. D. Seymour ext. 265. Cut off date passed.

HANOVER: International Trade Fair for Machinery and Equipment for the Wood Industry (LIGNA). 15-24 May 1977. Joint venture with Machine Tool Trades Association. Miss H. A. V. Smith ext. 7201. Cut off date passed.

TORONTO: National Industrial Production and Machine Tool Show. 16-20 May 1977. Joint ventures with:
Gauge and Toolmakers Association.
Birmingham Chamber of Commerce.
M. D. Seymour ext. 265. Cut off date passed.

PARIS: 6th International Hydraulics and Compressed Air Exhibition (Mecanelem). 20-25 June 1977. Joint venture with Association of Hydraulic Equipment Manufacturers Ltd. R. E. Newton ext. 7205. Cut off date passed.

MELBOURNE: International Engineering Exhibition. 25-30 July 1977. The Department of Trade will organise a British Pavilion at this event. Mrs W. M. MacIver ext. 7093. Cut off date passed.

MUNICH: International Exhibition of Brewery and Beverage Machinery (Interbrau). 9-16 September 1977. Joint ventures with:
Process Plant Association.
Allied Brewery Traders' Association.
Miss H. A. V. Smith ext. 7201. Cut off date passed.

BRNO: International Engineering Fair. 14-22 September 1977. Joint ventures with:
Birmingham Chamber of Industry.
Scientific Instrument Manufacturers Association
Federation of Manufacturers of Construction Equipment and Cranes.
M. J. Dempsey ext. 7246. Cut off date passed.

HELSINKI: International Technical Fair. 20-24 September 1977. Joint ventures with:
Birmingham Chamber of Industry and Commerce.
T. G. Webb ext. 7207. Cut off date passed.

HANOVER: International Machine Tool Exhibition (EMO). 20-29 September 1977. Joint venture with Machine Tool Trades Association. Miss H. A. V. Smith ext. 7201. Cut off date passed.

ESSEN: Welding and Cutting Exhibition. 21-28 September 1977. Joint venture with British Electrical and Allied Manufacturers Association. A. S. Rees ext. 7080. Cut off date passed.

TOKYO: British Export Marketing Centre – Engineers Small Tools and Hand Tools Exhibition. 27 September-1 October 1977. Sponsored by the Federation of British Hand Tool Manufacturers (W. R. Eccles 0742 663084). R. King ext. 7317. Cut off date passed.

SINGAPORE: International Materials Handling and Construction Machinery Exhibition (IMAC '77). 5-9 October 1977. Joint venture with Birmingham Engineering and Building Centre Ltd. P. A. Greig ext. 7099. Cut off date passed.

STOCKHOLM: International Technical Fair. 6-12 October 1977. Joint venture with Engineering Industries Association. T. G. Webb ext. 7207. Cut off date 14.4.77.

CHICAGO: Triple Engineering Show. 25-27 October 1977. Joint venture with:
Association of Hydraulic Equipment Manufacturers.
British Compressed Air Society.
Miss M. Thorogood ext. 7094. Cut off date May 1977.

SINGAPORE: South-East Asian Production Machinery and Industrial Development Show (Machine Asia). 7-11 November 1977. Department of Trade will organise a British Pavilion. P. A. Greig ext. 7099. Cut off date passed.

ZURICH: International Trade Fair for High Precision Techniques Dimensional Measurement and Control (Microtecnic). 14-19 November 1977. Joint venture with Gauge and Tool Makers Association. Miss L. M. O'Brien ext. 7092. Cut off date passed.

1978

USA: Design Engineering Show and Conference. 1978. Joint venture with appropriate trade association. M. D. Seymour ext. 265. Cut off date not yet arranged.

USA: Plant Engineering and Maintenance Show. 1978. Joint venture with appropriate trade association. M. D. Seymour ext. 265. Cut off date not yet arranged.

JOHANNESBURG: Machine Tools '78. 13-18 February 1978. Joint ventures with:
Machine Tool Trades Association.
Engineering Industries Association.
S. J. Seaman ext. 571. Cut off date 30.4.77.

LOS ANGELES: Western Metal and Tool Exposition (Westec), March 1978. Joint venture with appropriate trade association. M. D. Seymour ext. 265. Cut off date not yet arranged.

BRUSSELS: International Industrial Equipment Exhibition. 28 May-1 June 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date 1.9.77.

AMSTERDAM: International Exhibition for Traffic Engineering (Intertraffic). May 1978. Joint venture with appropriate trade association. Miss H. A. V. Smith ext. 7201. Cut off date not yet arranged.

BASLE: International Wire Exhibition. June 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date 1.6.77.

MILAN: International Exhibition of Hydraulic, Pneumatic and Lubricating Apparatus (FLUID). June 1978. Joint venture with appropriate trade association. Miss H. Goldberg ext. 325. Cut off date 31.10.77.

MOSCOW: Organisation and Equipment for Technical Service and Repair of Cars (Autoservis '78). June/July 1978. Joint venture with appropriate trade association. L. Devine ext. 7213. Cut off date not yet arranged.

BASLE: International Exhibition of Laboratory, Chemical Engineering, Measurement and Automation Techniques in Chemistry (ILMAC). 27 September-1 October 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date 15.11.77.

PHILADELPHIA: Hydraulics and Pneumatics. 7-9 November 1978. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date May 1978.

OSAKA: Japan International Machine Tool Fair. November 1978. Joint venture with appropriate trade association. S. F. Morris ext. 360. Cut off date not yet arranged.

UTRECHT: International Mechanical Handling Exhibition (INVIA). November 1978. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 690. Cut off date not yet arranged.

ZURICH: International Hydraulics and Pneumatic Exhibition. November 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date 15.3.78.

DUSSELDORF: 3rd International Trade Exhibition for Industrial Furnaces and Thermic Production Presses (Thermprocess '78). November/December 1978. Joint venture with appropriate trade association. Mrs. C. Miller ext. 7203. Cut off date not yet arranged.

PARIS: 17th International Mechanical Handling Exhibition (Manutention). December 1978. Joint

How the British Overseas Trade Board can help you promote your goods overseas

Under the direction of the British Overseas Trade Board's Export Services and Promotions Division, the Department of Trade supports British firms at trade promotions overseas through its Fairs and Promotions Branch.

In 1976, the British Overseas Trade Board supported some 7,300 firms exhibiting at 352 trade fairs in 50 countries, and 27 store promotions. In 1976, 236 outward missions were supported and some 2,900 firms were helped in that way.

Joint ventures

Under its joint venture scheme the BOTB provides space and a shell stand for each firm taking part in a group display sponsored by a trade association or other non profit-making body at an overseas trade fair. In addition, for joint ventures held outside western Europe, the BOTB pays half the return tourist air fares of two representatives from each firm manning their stand for the duration of the event and half the freight charges for returning unsold goods exhibited at the event. Firms taking part in a joint venture display will be charged £6 per sq m of space and shell stand occupied.

British pavilions

At some overseas trade fairs, usually those where participation is organised on a national basis, the BOTB organises British pavilions. Space and shell stands are provided to participating firms at attractive rates. Firms taking space in a British pavilion, provided the event is held outside western Europe, are also eligible for assistance similar to that given under the joint venture scheme towards the costs of representatives' travel and of returning unsold exhibits.

Symposia

In certain circumstances British firms taking part in symposia organised in association with a trade association may be given support.

Information stands

At the more important trade fairs, especially in western Europe, the BOTB provides an official information stand staffed by diplomatic service commercial officers. Apart from dealing with commercial inquiries, these Information Stands serve as a focal point for British firms exhibiting at the event either directly or through local agents.

British Export Marketing Centre, Tokyo

(see also page 15)

Up to 10 official export promotions and trade exhibitions will be held each year in the British Export Marketing Centre in Tokyo. These will be arranged in conjunction with a trade association. In addition the centre is available to British companies or their agents in Japan for mounting individual product exhibitions or promotions.

Store promotions

Promotions of British goods involving a substantial volume of new buying are put on by overseas department stores. The BOTB assists the store by providing an agreed contribution towards the store's promotional expenses.

Outward missions

Trade missions to overseas markets are sponsored by a trade association, chamber of commerce or similar non profit-making body. Their purpose is to assess the prospects for British exports in selected markets or to sell or to promote the sale of British products. For approved outward missions the BOTB contributes towards the costs of each participant according to a fixed scale.

Inward missions

The BOTB through the Special Export Services Branch offers financial assistance to trade associations and other non profit-making bodies sponsoring visits to Britain by groups of overseas businessmen wishing to purchase British products or assess the latest developments in British industry.

1 OVERSEAS FAIRS AND SYMPOSIA
where BOTB support is planned or under consideration

venture with appropriate trade association. R. E. Newton ext. 7205. Cut off date 1.3.78.

1979

USA: Gas Turbine Conference and Products Show. March 1979. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date not yet arranged.

Foodstuffs, food machinery, hotel and catering equipment

1977

MUNICH: International Bakery Trade Fair (IBA). 7-15 May 1977. Joint venture with Process Plant Association. Miss H. A. V. Smith ext. 7201. Cut off date passed.

BOLOGNA: International Foodstuffs Exhibition (SIA). 28 May-6 June 1977. Joint venture with British Food Export Council. Miss H. Goldberg ext. 325. Cut off date passed.

FRANKFURT: International Meat Trade Fair (IFFA). 5-12 June 1977. Joint venture with London Chamber of Commerce and Industry. Miss H. A. V. Smith ext. 7201. Cut off date passed.

NEW ORLEANS: National Fancy Food and Confection Show. 12-15 June 1977. Joint venture with British Food Export Council. M. J. Low ext. 7204. Cut off date passed.

JOHANNESBURG: Hotel and Catering Exhibition. 13-17 June 1977. Joint venture with London Chamber of Commerce. S. J. Seaman ext. 571. Cut off date passed.

JOHANNESBURG: International South African Packaging and Food Processing Exhibition (Pakprocess). 29 August-2 September 1977. Joint venture with Institute of Packaging. S. J. Seaman ext. 571. Cut off date passed.

MUNICH: International Exhibition of Brewery and Beverage Machinery (Interbrau). 9-16 September 1977. Joint ventures with:
Process Plant Association.
Allied Brewery Traders' Association.
Miss H. A. V. Smith ext. 7201. Cut off date passed.

COLOGNE: International Fine Foods and Provisions Exhibition (ANUGA). 10-15 September 1977. Joint venture with British Food Export Council. B. G. Doyle ext. 7045. Cut off date passed.

MALMO: 8th International Hotel and Restaurant Show (RESTA VIII). 11-14 October 1977. Joint venture with London Chamber of Commerce and Industry. T. G. Webb ext. 7207. Cut off date passed.

DUBLIN: International Food and Drink Exhibition. 16-20 October 1977. Joint venture with British Food Export Council. Miss L. M. O'Brien ext. 7092. Cut off date passed.

PARIS: International Hotel and Catering Equipment (Equiphotel). 16-24 October 1977. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date 13.5.77.

BASLE: International Hotel and Catering Exhibition (IGEHO). 17-23 November 1977. Joint venture with London Chamber of Commerce. Miss L. M. O'Brien ext. 7092. Cut off date passed.

1978

AMSTERDAM: International Hotel, Cafe and Restaurant Exhibition (Horecava). 9-12 January 1978. Joint venture with London Chamber of Commerce and Industry A. S. Rees ext. 7080. Cut off date passed.

UTRECHT: International Food Fair (ROKA). February 1978. Joint venture with British Food Export Council. Miss S. J. Parkes ext. 690. Cut off date not yet arranged.

BRNO: International Food Salon (Salima '78). February 1978. Joint venture with appropriate trade associations. M. Dempsey ext. 7246. Cut off date not yet arranged.

COLOGNE: International Sweets and Biscuits Fair (ISM). February 1978. Joint venture with appropriate trade association B. G. Doyle ext. 7045. Cut off date 1.9.77.

MOSCOW: Equipment and Machinery for Food Industry, Trade and Public Catering Establishments. March-April 1978. Joint venture with appropriate trade association. L. Devine ext. 7213. Cut off date not yet arranged.

CHICAGO: National Restaurant/Hotel/Motel Convention and Exhibition. May 1978. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date September 1977.

BOLOGNA: International Foodstuffs Exhibition (SIA). May-June 1978. Joint venture with appropriate trade association. Miss H. Goldberg ext. 325. Cut off date 14.12.77.

NEW YORK: National Fancy Food and Confection Show. June 1978. Joint venture with appropriate trade association. M. J. Low ext. 7204. Cut off date not yet arranged.

PARIS: International Hotel and Catering Equipment (Equiphotel). October 1978. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

PARIS: International Food Exhibition (SIAL). November 1978. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date 30.1.78.

DUSSELDORF: International Hotel and Restaurant Trade Fair (GAST '78). November 1978. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

BARCELONA: Hotel Management Maintenance Equipment and Gastronomy Exhibition (Hogarotel). November/December 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date 1.5.78.

1979

COLOGNE: International Sweets and Biscuits Fair (ISM). February 1979. Joint venture with appropriate trade association. B. G. Doyle ext. 7045. Cut off date 1.9.78.

BOLOGNA: International Foodstuffs Exhibition (SIA). May/June 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 325. Cut off date 14.12.78.

Footwear

1977

MILAN: International Footwear and Leather Show (MICAM). 10-14 September 1977. Joint venture with British Footwear Manufacturers Federation. Miss H. Goldberg ext. 325. Cut off date passed.

DUSSELDORF: European Footwear Samples Display (GDS). September 1977. Joint venture with appropriate trade association. B. G. Doyle ext. 7045. Cut off date not yet arranged.

ATLANTIC CITY: Footwear Manufacturing Conference. 29 October-1 November 1977. Joint venture with Shoe and Allied Trades Research Association. Miss M. Thorogood ext. 7094. Cut off date passed.

1978

NEW YORK: National Shoe Fair. February 1978. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

DUSSELDORF: European Samples Display Footwear (GDS). March 1978. Joint venture with appropriate trade association. B. G. Doyle ext. 7045. Cut off date not yet arranged.

DUSSELDORF: European Footwear Samples Display (GDS). September 1978. Joint venture with appropriate trade association. B. G. Doyle ext. 7045. Cut off date not yet arranged.

MILAN: International Footwear and Leather Show (MICAM). September 1978. Joint venture with appropriate trade association. Miss H. Goldberg ext. 325. Cut off date 31.3.78.

ST LOUIS: Footwear Manufacturing Conference. October 1978. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date February 1978.

Furniture, furnishings, household equipment and hardware

1977

COPENHAGEN: Scandinavian Furniture Fair. 11-15 May 1977. Joint venture with British Furniture Manufacturers Federated Associations. T. G. Webb ext. 7207. Cut off date passed.

COLOGNE: International Accessory, Machinery and Materials Fair for Furniture Production, Interior Decoration and Furnishing (Interzum). 14-17 May 1977. Joint venture with Birmingham Chamber of Industry and Commerce. B. G. Doyle ext. 7045. Cut off date passed.

MILAN: Carpets and Furnishing Textiles Fair (STAR). 21-25 May 1977. Joint venture with British Carpet Manufacturers Association. Miss H. Goldberg ext. 325. Cut off date passed.

CHICAGO: National Exposition of Contract Interior Furnishings (Neocon). 21-24 June 1977. Joint venture with British Carpet Manufacturers Association. J. E. Henderson ext. 318. Cut off date passed.

TOKYO: British Export Marketing Centre – Housewares Exhibition. 5-9 July 1977. Sponsored by Hardware Manufacturers Association (P. J. Kynaston, Amersham 21431). R. King ext. 7317. Cut off date passed.

CHICAGO: National Hardware Show. 22-25 August 1977. Joint venture with Gardenex. M. J. Low ext. 7204. Cut off date passed.

UTRECHT: International Furniture Exhibition. 12-17 September 1977. Joint venture with British Furniture Manufacturers Federated Associations. Miss S. J. Parkes ext. 690. Cut off date passed.

LYONS: International Furniture Exhibition (Meuropam). 1-4 October 1977. Joint venture with British Furniture Manufacturers Federated Associations. R. E. Newton ext. 7205. Cut off date passed.

HIGH POINT, NORTH CAROLINA: High Point Southern Furniture Exhibition. October 1977. Joint venture with British Furniture Manufacturers Federated Associations. J. E. Henderson ext. 318. Cut off date not yet arranged.

TORONTO: National Interior Design Show. 8-10 November 1977. Joint ventures with:
British Carpet Manufacturers Association.
Contract Furnishing Association.
M. J. Low ext. 7204. Cut off date passed.

BRUSSELS: International Furniture Show. 10-14 November 1977. Joint venture with British Furniture Manufacturers Federated Associations. Miss L. M. O'Brien ext. 7092. Cut off date 30.4.77.

BASLE: International Hotel and Catering Exhibition (IGEHO). 17-23 November 1977. Joint venture with London Chamber of Commerce. Miss L. M. O'Brien ext. 7092. Cut off date passed.

1978

FRANKFURT: International Trade Fair for Home Furnishing Textiles (Heimtex). 11-15 January 1978. Joint ventures with:
(1) National Wool Textile Export Corporation.
(2) Irish Linen Guild.
(3) British Carpet Manufacturers Association.
Miss H. A. V. Smith ext. 7201. Cut off dates (1) 6.5.77, (2) 10.6.77, (3) Not yet arranged.

COLOGNE: International Furniture Fair. 17-22 January 1978. Joint venture with:
British Furniture Manufacturers Federated Association.
Kitchen Furniture Manufacturers Association.
B. G. Doyle ext. 7045. Cut off date passed.

CHICAGO: National Floorcovering Mart. January 1978. Joint venture with British Carpet Manufacturers Association. J. E. Henderson ext. 318. Cut off date passed.

COLOGNE: International Trade Fair for large Household Apparatus and Electrical Appliances

BOTB contact

01-248 5757

Name and telephone extension given against each event.

(Domotechnica). February 1978. Joint venture with appropriate trade associations. B. G. Doyle ext. 7045. Cut off date not yet arranged.

COLOGNE: International Hardware Fair. February 1978. Joint venture with appropriate trade associations. Mrs. C. Miller ext. 7203. Cut off date not yet arranged.

TORONTO: Canadian Hardware Show. February 1978. Joint venture with appropriate trade association. M. J. Low ext. 7204. Cut off date not yet arranged.

COLOGNE: International Houseware Fair. February 1978. Joint venture with appropriate trade associations. Mrs. C. Miller ext. 7203. Cut off date not yet arranged.

TOKYO: British Export Marketing Centre – Carpet Exhibition. 14-18 March 1978. Sponsored by British Carpet Manufacturers Association (G. H. Davidson, 01-930 8711). S. F. Morris ext. 360. Cut off date 20.5.77.

HIGH POINT, NORTH CAROLINA: Southern Furniture Exhibition. April 1978. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date passed.

MILAN: Carpets and Furnishing Textile Fair (STAR). May 1978. Joint venture with appropriate trade association. Miss H. Goldberg ext. 325. Cut off date 30.11.77.

PARIS: 12th International Carpet and Floor Covering Exhibition. 8-12 June 1978. Joint venture with appropriate trade association. R. E. Newton ext. 7205. Cut off date 30.11.77.

TEHRAN: International Furniture and Decoration Fair. 20-26 June 1978. Joint venture with appropriate trade association. W. M. McKinnon ext. 602. Cut off date not yet arranged.

CHICAGO: National Exposition of Contract Interior Furnishings (Neocon). June 1978. Joint venture with British Carpet Manufacturers Association. J. E. Henderson ext. 318. Cut off date passed.

CHICAGO: National Hardware Show. August 1978. Joint venture with appropriate trade association. M. J. Low ext. 7204. Cut off date not yet arranged.

MILAN: International Furniture Fair. September 1978. Joint venture with appropriate trade association. Miss H. Goldberg ext. 325. Cut off date 2.1.78.

VALENCIA: International Furniture Fair. October 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date 1.3.78.

LYONS: International Furniture Exhibition (Meuropam. October 1978. Joint venture with appropriate trade association. R. E. Newton ext. 7205. Cut off date 21.1.78.

PARIS: 7th International Hardware Trade Show (Quojem). October 1978. Joint venture with appropriate trade association. R. E. Newton ext. 7205. Cut off date 1.3.78.

TORONTO: International Interior Design Show. November 1978. Joint venture with appropriate trade association. M. J. Low ext. 7204. Cut off date not yet arranged.

BRUSSELS: International Furniture Show. November 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date 1.4.78.

1979

FRANKFURT: International Trade Fair for Home Furnishing Textiles (Heimtex. January 1979. Joint venture with appropriate trade associations. Miss H. A. V. Smith ext. 7201. Cut off date not yet arranged.

PARIS: 10th International Furniture Exhibition. January 1979. Joint venture with appropriate trade association. R. E. Newton ext. 7205. Cut off date 30.3.78.

COLOGNE: International Trade Fair for Large Household Apparatus and Electrical Appliances (Domotechnica). February 1979. Joint venture with appropriate trade association. B. G. Doyle ext. 7045. Cut off date 1.9.78.

MILAN: Carpets and Furnishing Textile Fair. May 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 325. Cut off date 30.11.78.

Gas and oil extraction and distribution including offshore activities

1977

HOUSTON, TEXAS: 9th Annual Offshore Technology Conference. 2-5 May 1977. Joint venture with Association of British Oceanic Industries (ABOI). M. D. Seymour ext. 265. Cut off date passed.

DUSSELDORF: Liquified Natural Gas (LNGS). 28 August-1 September 1977. Joint venture with CBMPE. B. G. Doyle ext. 7045. Cut off date passed.

1978

SINGAPORE: Offshore Oil Exhibition and Technical Conference. 21-24 February 1978. Joint venture with CBMPE. P. A. Greig ext. 7099. Cut off date passed.

AMSTERDAM: European Exhibition for Petroleum Technology (Petrotech). 23-26 May 1978. Joint venture with appropriate trade association. Miss H. A. V. Smith ext. 7201. Cut off date not yet arranged.

HOUSTON: 10th Annual Offshore Technology Conference. May 1978. Joint venture with appropriate trade association. M. D. Seymour ext. 265. Cut off date not yet arranged.

CALGARY: National Petroleum Show. June 1978. Joint venture with appropriate trade association. M. D. Seymour ext. 265. Cut off date not yet arranged.

STAVANGER: 'Offshore North Sea' Oil and Gas Exploitation Exhibition. September 1978. Joint venture with appropriate trade association. T. G. Webb ext. 7207. Cut off date not yet arranged.

MONTE CARLO: International LNG & LPG Technology Exhibition and Conference (Gastech). 7-11 November 1978. Joint venture with appropriate trade association. R. E. Newton ext. 7205. Cut off date not yet arranged.

Heating and ventilating

1977

PARIS: 5th International Heating, Refrigerating and Air Conditioning Exhibition (Interclima). 6-11 June 1977. Joint venture with the Heating, Ventilating and Air Conditioning Manufacturers Association. R. E. Newton ext. 7205. Cut off date passed.

1978

HELSINKI: International Building, Heating, Plumbing and Air Conditioning Exhibition. April 1978. Joint venture with appropriate trade association. T. G. Webb ext. 7207. Cut off date not yet arranged.

1979

CHICAGO: International Air Conditioning, Heating, Refrigerating Exposition. February 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date April 1978.

FRANKFURT: 10th International Sanitation, Heating and Air Conditioning Exhibition (ISH). March 1979. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 690. Cut off date not yet arranged.

Horticulture and horticultural equipment

1977

COLOGNE: International Garden Trade Fair. 25-27 September 1977. Joint venture with Gardenex. B. G. Doyle ext. 7045. Cut off date passed.

1978

COLOGNE: International Garden Trade Fair. September 1978. Joint venture with appropriate trade association. B. G. Doyle ext. 7045. Cut off date not yet arranged.

PARIS: 7th International Hardware Trade Show (Quojem). October 1978. Joint venture with appropriate trade association. R. E. Newton ext. 7205. Cut off date 1.3.78.

Hospital, medical, surgical and dental equipment

1977

UTRECHT: International Hospital Equipment Exhibition (Medica '77). 3-7 May 1977. Joint venture with British Health-Care Export Council. Miss S. J. Parkes ext. 690. Cut off date passed.

DUSSELDORF: Ophthalmic Exhibition and Congress (Optica 1977). 14-17 May 1977. Joint venture with Federation of Manufacturing Opticians. B. G. Doyle ext. 7045. Cut off date passed.

ZAGREB: Medicine and Medical Aids Exhibition. 16-21 May 1977. Joint venture with the British Surgical Export Group. R. E. Newton ext. 7205. Cut off date passed.

HANOVER: International Hospital Exhibition (Interhospital '77). 7-10 June 1977. Joint venture with British Health-Care Export Council A. S. Rees ext. 7080. Cut off date passed.

ZURICH: International Trade Fair for Hospital and Medical Equipment (IFAS). 14-18 June 1977. Joint venture with British Health-Care Export Council. Miss L. M. O'Brien ext. 7092. Cut off date passed.

Technical, Chemical, Electronics, Engineering, Medical, Legal and Commercial Translations

- FRENCH
- GERMAN
- SPANISH
- ITALIAN
- PORTUGUESE
- JAPANESE
- GREEK
- ARABIC
- RUSSIAN
- DUTCH
- SWEDISH
- FINNISH

etc., etc.

ALL LANGUAGES TRANSLATED

CEDAR TRANSLATION AGENCY

52 SHAFTESBURY AVENUE, LONDON, W.1 Tel: 01-734 8862

Birmingham Office: TEMPLE HOUSE, 43-48 NEW STREET, BIRMINGHAM B2 4LH Tel: 021-643 4577

Manchester Office: 39 GEORGE STREET, MANCHESTER M1 4HQ Tel: 061-236 2321

Head Office: 27 MONTAYNE ROAD, WALTHAM CROSS, HERTS Tel: Waltham Cross (0992) 39822 and 25541

TECHNICAL SPECIFICATIONS
INSTRUCTION MANUALS
LEGAL DOCUMENTS
CORRESPONDENCE · PATENTS, ETC.

ENCIRCLE TI 14 ON PAGE 30 FOR FURTHER INFORMATION

1 OVERSEAS FAIRS AND SYMPOSIA

where BOTB support is planned or under consideration

UPPSALA: Anaesthesiological Congress and Exhibition. 29 June-2 July 1977. Joint venture with British Health-Care Export Council. T. G. Webb ext. 7207. Cut off date passed.

AMSTERDAM: 9th International Congress of Encephalography and Clinical Neuro-Physiology. 4-9 September 1977. Joint venture with British Health-Care Export Council. Miss H. A. V. Smith ext. 7201. Cut off date passed.

AMSTERDAM: 11th World Congress of Neurology. 11-16 September 1977. Joint venture with British Health-Care Export Council. Miss H. A. V. Smith ext. 7201. Cut off date passed.

PARIS: 2nd World Congress on Intensive Care. 19-23 September 1977. Joint venture with British Health-Care Export Council. Miss L. A. Cape ext. 7211. Cut off date passed.

AMSTERDAM: Laboratory, Medical and Scientific Instruments Exhibition (Het Instrument). 21-29 September 1977. Joint venture with the British Laboratory Ware Association. A. S. Rees ext. 7080. Cut off date passed.

NEW ORLEANS: American Society of Anaesthesiologists. 15-19 October 1977. Joint venture with British Health-Care Export Council. Miss K. M. Thorogood ext. 7094. Cut off date passed.

MADRID: Medical Instrumentation and Technical Exhibition (Expomedia-Instrumentalia). 19-26 October 1977. Joint venture with British Health-Care Export Council. Miss L. M. O'Brien ext. 7092. Cut off date passed.

NEW ORLEANS: American Association for Respiratory Therapy Exhibition. 10-16 November 1977. Joint venture with British Health-Care Export Council. Miss K. M. Thorogood ext. 7094. Cut off date passed.

DUBAI: Middle East Health Exhibition (Intermedex '77). 26-30 November 1977. British Group with British Health-Care Export Council. P. G. H. Robinson ext. 7314. Cut off date passed.

MIAMI: Annual Scientific Session of the American Heart Association. 28 November-1 December 1977. Joint venture with British Health-Care Export Council. Miss K. M. Thorogood ext. 7094. Cut off date 31.5.77.

DUSSELDORF: International Exhibition and Congress on Diagnostics (MEDICA). November 1977. Joint venture with appropriate trade association B. G. Doyle ext. 7045. Cut off date not yet arranged.

1978

PARIS: Public Hospitals Exhibition. 12-18 January 1978. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date 30.6.77.

USA: 25th Congress of the Association of Operating Nurses. March 1978. Joint venture with appropriate trade association. Miss K. M. Thorogood ext. 7094. Cut off date not yet arranged.

MALMO: International Medical Care Exhibition. 4-7 April 1978. Joint venture with appropriate trade association. T. G. Webb ext. 7207. Cut off date not yet arranged.

CHICAGO: American Society of Anaesthesiologists. 21-25 October 1978. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date April 1978.

USA: American Association for Respiratory Therapy Exhibition. October-November 1978. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

TEHRAN: International Medical Fair. 12-18 November 1978. Joint venture with appropriate trade association. W. M. McKinnon ext. 602. Cut off date not yet arranged.

USA: Annual Scientific Session of the American Heart Association. November 1978. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date June 1978.

DUSSELDORF: International Exhibition and Congress on Diagnostics (Medica). November 1978. Joint venture with appropriate trade association B. G. Doyle ext. 7045. Cut off date not yet arranged.

1979

USA: 26th Congress of the Association of Operating Room Nurses. March 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date July 1978.

OSLO: Nor-Medex '79. 24-28 April 1979. Joint venture with appropriate trade association. T. G. Webb ext. 7207. Cut off date not yet arranged.

Jewellery and giftware

1977

NEW YORK: International Jewellery Trade Show. 23-27 July 1977. Joint venture with British Jewellery and Giftware Federation. M. J. Low ext. 7204. Cut off date passed.

NEW YORK: Gift Show. 14-19 August 1977. Joint venture with Westminster Chamber of Commerce. M. J. Low ext. 7204. Cut off date passed.

LOS ANGELES: Pacific Jewellery Show. 20-22 August 1977. Joint venture with British Jewellery and Giftware Federation. M. J. Low ext. 7204. Cut off date passed.

PARIS: 64th Jewellery, Silverware, Clocks, Watches and Gifts Exhibition (Bijorhca). 8-13 September 1977. Joint venture with British Jewellery and Giftwear Federation. R. E. Newton ext. 7205. Cut off date passed.

1978

NEW YORK: International Jewellery Trade Fair. February 1978. Joint venture with appropriate trade association. M. J. Low ext. 7204. Cut off date not yet arranged.

PARIS: The Business Gifts Fair. April 1978. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

BASLE: Swiss Industries Fair (6th European Watch, Clock and Jewellery Fair). April 1978. Joint venture with appropriate trade association. Miss L. O'Brien ext. 7092. Cut off date 1.8.77.

NEW YORK: International Jewellery Trade Show. July 1978. Joint venture with appropriate trade association. M. J. Low ext. 7204. Cut off date not yet arranged.

NEW YORK: Gift Show. August 1978. Joint venture with appropriate trade association. M. J. Low ext. 7204. Cut off date not yet arranged.

LOS ANGELES: Pacific Jewellery Show. August 1978. Joint venture with appropriate trade association. M. J. Low ext. 7204. Cut off date not yet arranged.

PARIS: 66th Jewellery, Silverware, Clocks, Watches and Gifts Exhibition (Bijorhca). September 1978. Joint venture with appropriate trade association. R. E. Newton ext. 7205. Cut off date 30.1.78.

Leather, leather goods and fur

1977

PARIS: International Leather Week. 8-12 September 1977. Joint ventures with:
British Leather Federation.
Skin, Hide and Leather Traders Association (Shalta).
R. E. Newton ext. 7205. Cut off date passed.

MILAN: International Footwear and Leather Show (MICAM). 10-14 September 1977. Joint venture with British Footwear Manufacturers Federation. Miss H. Goldberg ext. 325. Cut off date passed.

1978

PARIS: International Leather Week. 9-12 September 1978. Joint venture with appropriate trade association. R. E. Newton ext. 7205. Cut off date 6.3.78.

MILAN: International Footwear and Leather Show (MICAM). September 1978. Joint venture with appropriate trade association. Miss H. Goldberg ext. 325. Cut off date 31.3.78.

BOTB contact

01-248 5757

Name and telephone extension given against each event.

Motor vehicles, motor cycles and cycles

1977

GENEVA: International Exhibition for the Vehicle Industry (SITEV). 10-13 May 1977. Joint venture with Society of Motor Manufacturers and Traders. Miss L. M O'Brien ext. 7092. Cut off date passed.

TOKYO: British Export Marketing Centre – Automobile Accessories and Components Exhibition. 10-14 May 1977. Sponsored by the Society of Motor Manufacturers and Traders. (E. F. Jones 01-235 7000. R. King ext. 7317. Cut off date passed.

LOS ANGELES: Imported Automobile Show. May 1977. Joint venture with Society of Motor Manufacturers and Traders. J. W. Coupar ext. 7242. Cut off date passed.

FRANKFURT: International Motor Show. 15-25 September 1977. Joint venture with Society of Motor Manufacturers and Traders. Miss S. J. Parkes ext. 690. Cut off date passed.

PARIS: Automobile Fittings and Maintenance Industries Exhibition (Equip-Auto). 7-16 October 1977. Joint venture with Society of Motor Manufacturers and Traders. Miss L. A. Cape ext. 7211. Cut off date passed.

CHICAGO: Automotive Parts and Accessories Association (APAA) Show. 15-17 November 1977. Joint venture with the Society of Motor Manufacturers and Traders Ltd. Miss F. J. Cooleen ext. 7097. Cut off date passed.

MILAN: International Cycle and Motor Cycle Exhibition. 19-27 November 1977. Joint venture with CMCA Service Co Ltd. Miss H. Goldberg ext. 325. Cut off date passed.

1978

MONTREAL: International Motor Show. January 1978. Joint venture with appropriate trade association. J. W. Coupar ext. 7242. Cut off date 15.12.77.

CINCINNATI: Motor Cycle and Accessory Trade Show. February 1978. Joint venture with appropriate trade association. J. W. Coupar ext. 7242. Cut off date not yet arranged.

NEW YORK: International Cycle Show. February 1978. Joint venture with appropriate trade association. J. W. Coupar ext. 7242. Cut off date not yet arranged.

CHICAGO: Automobile Show. February 1978. Joint venture with appropriate trade association. J. W. Coupar ext. 7242. Cut off date 1.1.78.

DETROIT: Society of Automotive Engineers Exposition and Congress (SAE). February 1978. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date July 1977.

MALMO: Motor Show. March 1978. Joint venture with appropriate trade association. T. G. Webb ext. 7207. Cut off date not yet arranged.

COPENHAGEN: Auto-Teknik Trade Fair. 18-21 May 1978. Joint venture with appropriate trade association. T. G. Webb ext. 7207. Cut off date not yet arranged.

LOS ANGELES: Imported Automobile Show. May 1978. Joint venture with appropriate trade association. J. W. Coupar ext. 7242. Cut off date 1.4.78.

FRANKFURT: International Exhibition of Automobile Workshop and Garage Equipment (Automechanika). 23-27 September 1978. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 690. Cut off date not yet arranged.

COLOGNE: International Bicycle and Motor Cycle Exhibition (IFMA). September 1978. Joint venture with appropriate trade association. Mrs. C. Miller ext. 7203. Cut off date not yet arranged.

CHICAGO: Automotive Parts and Accessories Association Show (APAA). 17-19 October 1978. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date 1.5.78.

PARIS: International Motor Exhibition. October 1978. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

TURIN: International Motor Show (Accessories). November 1978. Joint venture with appropriate trade association. Miss H. Goldberg ext. 325. Cut off date 28.2.78.

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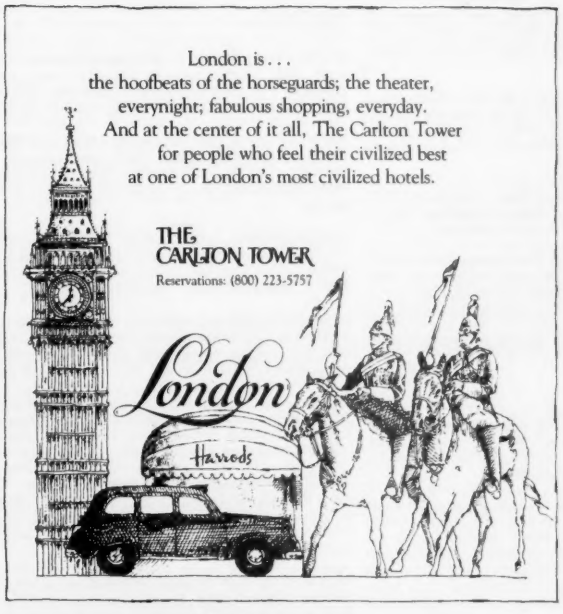
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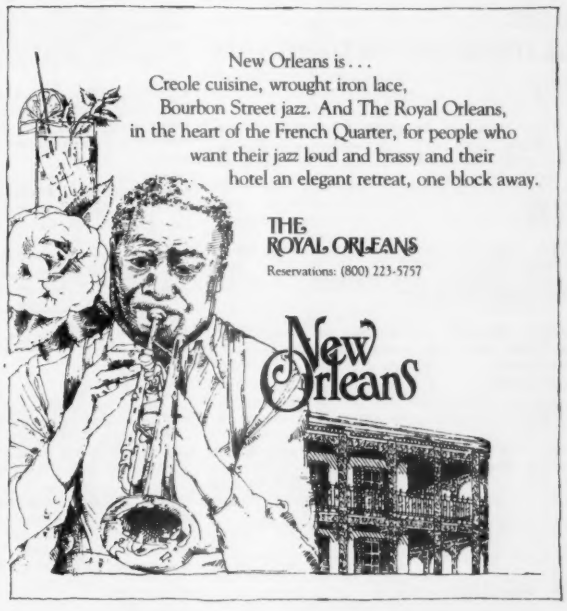
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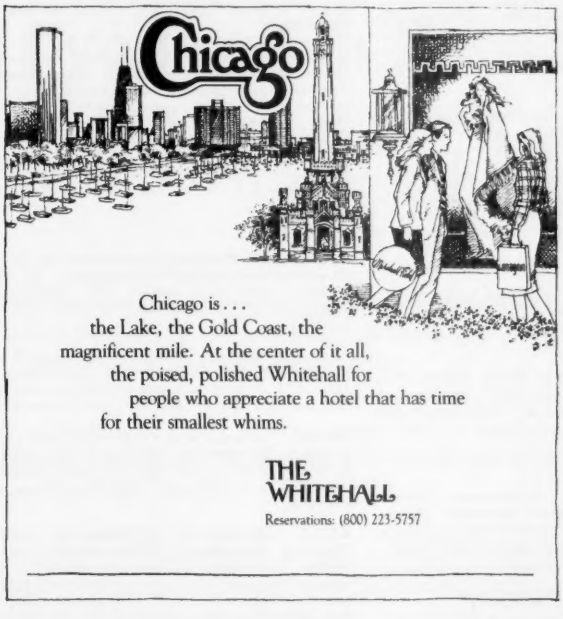
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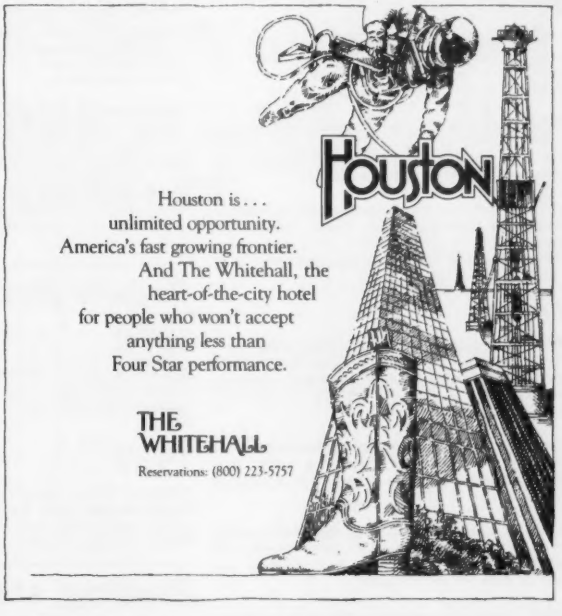

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1 OVERSEAS FAIRS AND SYMPOSIA
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1979

DETROIT: Society of Automotive Engineers Exposition and Congress (SAE). February 1979. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date July 1978.

Music and musical instruments

1977

ATLANTA: National Association of Music Merchants Show. June 1977. Joint venture with Association of Musical Instrument Industries. J. W. Coupar ext. 7242. Cut off date passed.

1978

CANNES: 12th International Record and Music Publishing Market (MIDEM). January 1978. Joint venture with appropriate trade association. R. E. Newton ext. 7205. Cut off date 3.10.77.

CHICAGO: National Association of Music Merchants Show. June 1978. Joint venture with appropriate trade association. J. W. Coupar ext. 7242. Cut off date not yet arranged.

1979

CANNES: 13th International Record and Music Publishing Market (MIDEM). January 1979. Joint venture with appropriate trade associations. R. E. Newton ext. 7205. Cut off date 25.9.78.

Office machinery and equipment

1977

PARIS: 28th International Business Machines and Office Equipment (SICOB). 21-30 September 1977. Joint venture with appropriate trade association. R. E. Newton ext. 7205. Cut off date 2.5.77.

CHICAGO: National Office Products Association Show. 28 September-2 October 1977. Joint venture with the Business Equipment Trade Association. Miss F. J. Cooleen ext. 7097. Cut off date passed.

MUNICH: International Congress and Exhibition for Computer Systems and their application (Systems '77). 17-21 October 1977. Joint venture with the Business Equipment Trade Association. Miss S. J. Parkes ext. 690. Cut off date passed.

1978

JAPAN: British Export Marketing Centre Business and Reprographic Equipment Exhibition. 14-18 February 1978. Sponsored by Business Equipment Trade Association. (R. Du D'urban 01-405 6233. R. King ext. 7317. Cut off date passed.

PARIS: 29th International Business Machines and Office Equipment (SICOB). September 1978. Joint venture with appropriate trade association. R. E. Newton ext. 7205. Cut off date 1.5.78.

CHICAGO: National Office Products Association Show (NOPA). 4-8 October 1978. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date not yet arranged.

COLOGNE: International Office Trade Fair (Orgatechnik). October 1978. Joint venture with appropriate trade association. Mrs. C. Miller ext. 7203. Cut off date not yet arranged.

Packaging machinery and materials, including containers

1977

BASLE: International Packaging Exhibition (Swiss Pack). 24-27 May 1977. Joint venture with Institute of Packaging. Miss L. M. O'Brien ext. 7092. Cut off date passed.

JOHANNESBURG: International South African Packaging and Food Processing Exhibition (Pakprocess). 29 August-2 September 1977. Joint venture with the Institute of Packaging. S. J. Seaman ext. 325. Cut off date passed.

TORONTO: Canadian National Packaging Exposition (Pac-ex '77). 17-19 October 1977. Joint venture with Institute of Packaging. M. D. Seymour ext. 265. Cut off date passed.

1978

STOCKHOLM: International Exhibition for Supplies to the Pulp, Paper Board and Conversion Industry (SPCI). 4-7 April 1978. Joint venture with British Paper Machinery Makers Association. T. G. Webb ext. 7207. Cut off date passed.

DUSSELDORF: International Fair for Packaging Machines, Packing Materials, Confectionery Machines (Interpack). 8-14 June 1978. Joint venture with Institute of Packaging. Mrs C. Miller ext. 7203. Cut off date passed.

USA: National Packaging Show. October 1978. Joint venture with appropriate trade association. M. D. Seymour ext. 265. Cut off date not yet arranged.

PARIS: 23rd International Packaging Exhibition. November 1978. Joint venture with appropriate trade association. R. E. Newton ext. 7205. Cut off date 31.10.77.

Photographic equipment

1977

DALLAS: National Microfilm Association Annual Convention Exposition. 17-20 May 1977. Joint venture with Business Equipment Trade Association. M. D. Seymour ext. 265. Cut off date passed.

PARIS: 32nd International Photographic, Cinema and Optical Exhibition. 5-13 November 1977. Joint venture with Association of British Manufacturers of Photographic, Cine and Audio-Visual Equipment. R. E. Newton ext. 7205. Cut off date passed.

1978

TOKYO: British Export Marketing Centre – Photographic and Audio Visual Equipment. 18-22 July 1978. Sponsored by British Photographic Export Group (Contact R. Saunders 89 33372). S. F. Morris ext. 360. Cut off date 23.9.77.

USA: National Microfilm Association Annual Convention and Exposition. 1978. Joint venture with appropriate trade association. M. D. Seymour ext. 265. Cut off date not yet arranged.

COLOGNE: World Fair of Photography (Photokina). 15-21 September 1978. Joint venture with appropriate trade association. Mrs. C. Miller ext. 7203. Cut off date not yet arranged.

Pottery and glassware

1978

ATLANTIC CITY: China and Glass Show. 8-12 January 1978. Joint venture with British Jewellery and Giftware Federation. M. J. Low ext. 7204. Cut off date 24.6.77.

1979

PARIS: 67th Jewellery, Silverware, Clocks, Watches and Gifts Exhibition (Bijorhca). January 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

Printing, stationery and printing machinery

1977

NEW YORK: Stationery Show. 15-18 May 1977. Joint venture with British Stationery and Office Products Federation. M. J. Low ext. 7204. Cut off date passed.

DUSSELDORF: International Printing Machinery Exhibition (DRUPA '77). 3-16 June 1977. Joint venture with British Printing Machinery Association. Mrs. C. Miller ext. 7203. Cut off date passed.

CHICAGO: 'Graph Expo '77'. 10-13 October 1977. Joint venture with British Printing Machinery Association. M. D. Seymour ext. 265. Cut off date passed.

1978

ZAGREB: International Fair of Printing and Paper (Intergrafika). March 1978. Joint venture with appropriate trade association. R. E. Newton ext. 7205. Cut off date not yet arranged.

NEW YORK: Stationery Show. May 1978. Joint venture with appropriate trade association. M. J. Low ext. 7204. Cut off date not yet arranged.

Scientific instruments and nuclear equipment

1977

MUNICH: Exhibition for Electro-Optical Systems and their application in Industry and Research (LASER '77). 20-24 June 1977. Joint venture with SIRA Institute Ltd. A. S. Rees ext. 7080. Cut off date passed.

AMSTERDAM: Laboratory, Medical and Scientific Instruments Exhibition (Het Instrument). 21-29 September 1977. Joint venture with British Laboratory Ware Association. A. S. Rees ext. 7080. Cut off date passed.

DUSSELDORF: International Congress and Exhibition for Instrumentation and Automation (Interkama). 6-12 October 1977. Joint venture with SIMA. Mrs. C. Miller ext. 7203. Cut off date passed.

MADRID: Medical, Instrumentation and Technical Exhibition (Expomedica-Instrumentalia). 19-26 October 1977. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date passed.

ANAHEIM. Electro Optics/Laser Conference and Exhibition. 25-27 October 1977. Joint venture with London Chamber of Commerce. Miss F. J. Cooleen ext. 7097. Cut off date 27.5.77.

TOKYO: British Export Marketing Centre – Laboratory Ware Exhibition. 25-29 October 1977. Sponsored by British Laboratory Ware Association. (Mrs J. D. Marich 01-947 5733. R. King ext. 7317. Cut off date passed.

TOKYO: British Export Marketing Centre – 2nd Electro-Optics and Laser Equipment Exhibition. 8-12 November 1977. Sponsored by SIRA Institute (W. A. Seatherton 01-467 2636. S. F. Morris ext. 360. Cut off date passed.

ZURICH: International Trade Fair for High Precision Techniques Dimensional Measurement and Control (Microtecnic). 14-19 November 1977. Joint venture with the Gauge and Tool Makers Association. Miss L. M. O'Brien ext. 7092. Cut off date passed.

PARIS: Laboratory Exhibition. 29 November-4 December 1977. Joint venture with British Laboratory Ware Association. R. E. Newton ext. 7205. Cut off date passed.

1978

CLEVELAND: Pittsburg Conference on Analytical Chemistry and Applied Spectroscopy. 27 February-3 March 1978. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date 9.9.77.

ATLANTIC CITY: Federation of American Societies of Experimental Biology and Conference. 9-14 April 1978. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date 3.10.77.

MUNICH: International Trade Exhibition and Congressf or Biochemical Analysis (Analytica). 18-22 April 1978. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 690. Cut off date not yet arranged.

BASLE: International Exhibition of Laboratory, Chemical Engineering, Measurement and Automation Techniques in Chemistry (ILMAC). 27 September-1 October 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date 15.11.77.

BASLE: International Nuclear Industries Fair (Nuclex). 3-7 October 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date 1.11.77.

USA: Electro-Optics/Laser Conference and Exhibition. November 1978. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date not yet arranged.

1979

CLEVELAND: Pittsburg Conference on Analytical Chemistry and Applied Spectroscopy. March 1979. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date September 1977.

DALLAS: Federation of American Societies of Experimental Biology and Conference. 8-13 April 1979. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date not yet arranged.

Ships and boats

1977

OSLO: International Shipping Exhibition (Nor Shipping '77). 9-14 May 1977. Joint ventures with:
Shipbuilders and Repairers National Association.
British Marine Equipment Council.
T. G. Webb ext. 7207. Cut off date passed.

CHICAGO: Marine Trades Exhibition and Conference. 22-25 September 1977. Joint venture with Ship and Boat Builders National Federation. J. W. Coupar ext. 7242. Cut off date not yet arranged.

ANNAPOLIS: United States Sailboat Show. 6-10 October 1977. Joint venture with Ship and Boat Builders National Federation. J. W. Coupar ext. 7242. Cut off date not yet arranged.

BRAZIL: Marine Exhibition (Riomar). 10-15 October 1977. Joint venture with British Marine Equipment Council. Miss A. V. Woodward ext. 576. Cut off date passed.

HAMBURG: EMTEC and International Boat Show. 13-23 October 1977. Joint venture with Ship and Boat Builders National Federation. Miss H. A. V. Smith ext. 7201. Cut off date passed.

GENOA: International Boat Show. 14-24 October 1977. Joint venture with Ship and Boat Builders National Federation. Miss H. Goldberg ext. 325. Cut off date passed.

LONG BEACH: SCMA Sailboat Show. 21-30 October 1977. Joint venture with appropriate trade association. J. W. Coupar ext. 7242. Cut off date not yet arranged.

COPENHAGEN: Boat Show. 5-13 November 1977. Joint venture with Ship and Boat Builders National Federation. T. G. Webb ext. 7207. Cut off date 28.4.77.

1978

DUSSELDORF: International Boat Show. January 1978. Joint venture with appropriate trade association. Mrs. C. Miller ext. 7203. Cut off date not yet arranged.

PARIS: International Pleasure Boat Exhibition. January 1978. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date 29.7.77.

GOTHENBURG: International Boat Show. 3-12 February 1978. Joint venture with appropriate trade association. T. G. Webb ext. 7207. Cut off date not yet arranged.

MIAMI: International Boat Show. February 1978. Joint venture with appropriate trade association. J. W. Coupar ext. 7242. Cut off date not yet arranged.

AMSTERDAM: International Sail and Power Boat Show. March 1978. Joint venture with appropriate trade association. Miss H. A. V. Smith ext. 7201. Cut off date not yet arranged.

ATHENS: International Shipping Exhibition (Posidonia). June 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date 3.6.77.

CHICAGO: Marine Trades Exhibition and Conference. September 1978. Joint venture with appropriate trade association. J. W. Coupar ext. 7242. Cut off date not yet arranged.

LONG BEACH: SCMA Sailboat Show. October 1978. Joint venture with appropriate trade association. J. W. Coupar ext. 7242. Cut off date not yet arranged.

ANNAPOLIS: United States Sailboat Show. October 1978. Joint venture with appropriate trade association. J. W. Coupar ext. 7242. Cut off date not yet arranged.

GENOA: International Boat Show. October 1978. Joint venture with appropriate trade association. Miss H. Goldberg ext. 325. Cut off date 1.3.78.

1979

PARIS: International Pleasure Boat Exhibition. January 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

DUSSELDORF: International Boat Show. January 1979. Joint venture with appropriate trade association. Mrs. C. Miller ext. 7203. Cut off date not yet arranged.

AMSTERDAM: International Sail and Power Boat Show (HISWA). March 1979. Joint venture with appropriate trade association. Miss H. A. V. Smith ext. 7201. Cut off date not yet arranged.

Sports goods and camping equipment, including caravans

1977

COLOGNE: International Trade Fair of Sports Goods, Camping Equipment and Garden Furniture (SPOGA). 25-27 September 1977. Joint ventures with:
Federation of British Manufacturers of Sports and Games Ltd.
Camping Trade Association.
Leisure and Outdoor Furniture Association.
B. G. Doyle ext. 7045. Cut off date not yet arranged.

PARIS: Caravan and Mobile Homes Exhibition. 6-16 October 1977. Joint venture with National Caravan Council. R. E. Newton ext. 7205. Cut off date passed.

COLOGNE: International Exhibition of Sports Facilities and Bath Installations. 12-15 October 1977. Joint venture with Building Centre Group. B. G. Doyle ext. 7045. Cut off date passed.

1978

HOUSTON: National Sporting Goods Association Show. 26-29 January 1978. Joint venture with appropriate trade association. J. W. Coupar ext. 7242. Cut off date not yet arranged.

COLOGNE: International Trade Fair of Sports Goods, Camping Equipment and Garden Furniture (SPOGA). September 1978. Joint venture with appropriate trade association. B. G. Doyle ext. 7045. Cut off date not yet arranged.

1979

ESSEN: International Exhibition for Horse Sports, Leisure time Riding and Horsekeeping (Equitana '79). March 1979. Joint venture with appropriate trade association. A. S. Rees ext. 7080. Cut off date not yet arranged.

Textiles and textile machinery

1977

ATLANTIC CITY: Knitting Arts Exhibition. 1-5 May

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1977. Joint venture with British Textile Machinery Association. Miss K. M. Thorogood ext. 7094. Cut off date passed.

FRANKFURT: International Textiles for Clothing Exhibition (Interstoff). 10-13 May 1977. Joint venture with National Wool Textile Export Corporation. Miss S. J. Parkes ext. 690. Cut off date passed.

ATLANTA: Bobbin Show. 28-30 September 1977. Joint venture with Clothing Institute. Miss K. M. Thorogood ext. 7094. Cut off date passed.

FRANKFURT: International Textiles for Clothing Exhibition (Interstoff). 22-25 November 1977. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 690. Cut off date 24.6.77.

1978

FRANKFURT: International Trade Fair for Home Furnishing Textiles (Heimtex). 11-15 January 1978. Joint venture with:
(1) National Wool Textile Export Corporation.
(2) Irish Linen Guild.
(3) British Carpet Manufacturers Association.
Miss H. A. V. Smith ext. 7201. Cut off dates (1) 6.5.77. (2) 19.6.77. (3) Not yet arranged.

GREENVILLE – SOUTH CAROLINA: American Textile Machinery Exhibition – International ATME-1. 27 April-5 May 1978. Joint venture with British Textile Machinery Association. Miss K. M. Thorogood ext. 7094. Cut off date passed.

FRANKFURT: International Textiles for Clothing Exhibition (Interstoff). May 1978. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 690. Cut off date not yet arranged.

TOKYO: British Export Marketing Centre – Textile Exhibition. 5-9 September 1978. Sponsored by National Wool Textile Export Corporation (G. Richardson 0274 24235/6. R. King ext. 7317. Cut off date 4.11.77.

ATLANTA: Bobbin Show. 20-22 September 1978. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date December 1977.

FRANKFURT: International Textiles for Clothing Exhibition (Interstoff). November 1978. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 690. Cut off date not yet arranged.

1979

FRANKFURT: International Trade Fair for Home Furnishing Textiles (Heimtex). January 1979. Joint venture with appropriate trade associations. Miss H. A. V. Smith ext. 7201. Cut off date not yet arranged.

Toys and games

1977

TOKYO: The 1977 Tokyo International Toy Fair. 5-7 October 1977. Joint venture with British Toy Manufacturers Association. S. F. Morris ext. 360. Cut off date passed.

1978

NEW YORK: American Toy Fair. February 1978. Joint venture with appropriate trade association. J. W. Coupar ext. 7242. Cut off date not yet arranged.

NUREMBERG: International Toy Fair. February 1978. Joint venture with appropriate trade association. A. S. Rees ext. 7080. Cut off date not yet arranged.

TOKYO: Japan International Toy Fair. September 1978. Joint venture with appropriate trade association. S. F. Morris ext. 360. Cut off date not yet arranged.

1979

NUREMBERG: International Toy Fair. February 1979. Joint venture with appropriate trade association. A. S. Rees ext. 7080. Cut off date not yet arranged.

Watches and clocks

1978

BASLE: Swiss Industries Fair (6th European Watch, Clock and Jewellery Fair). April 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date 1.8.77.

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1977

AMSTERDAM: International Cleaning and Maintenance Exhibition (Interclean). 10-13 May 1977. Joint venture with British Electrical and Allied Manufacturers Association. Miss H. A. V. Smith ext. 7201. Cut off date passed.

TOKYO: British Export Marketing Centre – Environmental Engineering and Technology Exhibition. 6-10 September 1977. Sponsored by Engineering Industries Association (Miss V. A. How 01-863 9188). S. F. Morris ext. 360. Cut off date passed.

NEW ORLEANS: International Sanitary Supply Association 54th Annual Convention and Exhibition. 6-9 October 1977. Joint venture with British Electrical and Allied Manufacturers Association (BEAMA). Miss K. M. Thorogood ext. 7094. Cut off date passed.

1978

MUNICH: International Sewage and Water Treatment Engineering Exhibition (IFAT). 5-10 June 1978.

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Joint venture with appropriate trade association. A. S. Rees ext. 7080. Cut off date not yet arranged.

UTRECHT: International Trade Fair for Environmental Central Techniques (Milieu). 30 October-4 November 1978. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 690. Cut off date not yet arranged.

Other specialised fairs

1977

PARIS: International Pet Trade Fair. 7-9 May 1977. Joint venture with Pet Trade Association. Miss L. A. Cape ext. 7211. Cut off date passed.

DUSSELDORF: Ophthalmic Exhibition and Congress (Optica 1977). 14-17 May 1977. Joint venture with Federation of Manufacturing Opticians. B. G. Doyle ext. 7045. Cut off date passed.

AMSTERDAM: International Stamp Exhibition (Amphilex '77). 26 May-5 June 1977. Joint venture with Philatelic Traders Society. Miss S. J. Parkes ext. 690. Cut off date passed.

STUTTGART: International Shutter and Blinds Fair (R '77). 9-12 June 1977. Joint venture with Birmingham Engineering and Building Centre Ltd. Miss H. A. V. Smith ext. 7201. Cut off date passed.

BASLE: International Art Fair. 16-21 June 1977. Joint venture with The Fine Arts and Antiques Export Committee. Miss L. M. O'Brien ext. 7092. Cut off date passed.

GRAND FORKS: Annual Exhibition of Education Resources. 27-30 June 1977. Joint venture with Engineering Teaching Equipment Manufacturers Association (ETEMA). Miss F. J. Cooleen ext. 7097. Cut off date passed.

SYDNEY: Australia International Education Exhibition. 19-23 July 1977. Joint venture with Industrial Council for Educational and Training Technology Ltd. Mrs W. M. MacIver ext. 7093. Cut off date passed.

COPENHAGEN: 7th European Microwave Conference and Exhibition. 5-8 September 1977. Joint venture with Electronic Engineering Association. T. G. Webb ext. 7207. Cut off date 20.4.77.

BRUSSELS: International Aerosol Congress and Exhibition. 20-23 September 1977. Joint venture with British Aerosol Manufacturers Association. Miss L. M. O'Brien ext. 7092. Cut off date passed.

DENVER: International Association of Firechiefs Annual Conference. 25-29 September 1977. Joint venture with London Chamber of Commerce. Miss K. M. Thorogood ext. 7094. Cut off date passed.

UTRECHT: International Security Exhibition (Security). 10-14 October 1977. Joint venture with London Chamber of Commerce and Industry. A. S. Rees ext. 7080. Cut off date passed.

BOSTON: Annual Convention and Exhibition of the Wire Association of America. 17-20 October 1977. Joint venture with International Wire Machinery Association. Miss M. Thorogood ext. 7094. Cut off date passed.

DUSSELDORF: Industrial Safety and Factory Hygiene Exhibition and Congress. November 1977. Joint venture with appropriate trade association. Mrs. C. Miller ext. 7203. Cut off date not yet arranged.

NEW ORLEANS: International Association of Amusement Parks and Attractions Exposition. November 1977. Joint venture with appropriate trade association. J. W. Couper ext. 7242. Cut off date not yet arranged.

1978

UTRECHT: Vat Subcontractors Exhibition. March 1978. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 690. Cut off date not yet arranged.

TORONTO: Canadian Education Showplace. March 1978. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date not yet arranged.

BRUSSELS: European Educational Materials Exhibition (Didacta). 10-14 April 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date July 1977.

USA: American Ceramic Society. April-May 1978. Joint venture with appropriate trade association. Miss K. M. Thorogood ext. 7094. Cut off date December 1977.

NEW YORK: National Premium Show. May 1978. Joint venture with appropriate trade association. M. J. Low ext. 7204. Cut off date not yet arranged.

TORONTO: Canadian International Philatelic Exhibition (Capex '78). 9-18 June 1978. Joint venture with the Philatelic Traders Society. J. E. Henderson ext. 318. Cut off date 23.5.77.

DETROIT: National Material Handling Show. 12-15 June 1978. Joint venture with London Chamber of Commerce. M. D. Seymour ext. 265. Cut off date 2.6.77.

TOKYO: British Export Marketing Centre – Garden Equipment Exhibition. 20-24 June 1978. Sponsored by Gardenex (Mrs Y. Slade, Hungerford 2532). R. King ext. 7317. Cut off date 19.8.77.

BASLE: International Art Fair. June 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date 1.3.78.

USA: Annual Exhibition of Education Resources. June 1978. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date December 1977.

TRONDHEIM: 7th International Fisheries Fair (Nor Fishing '78). August 1978. Joint venture with appropriate trade association. T. G. Webb ext. 7207. Cut off date not yet arranged.

CINCINNATI: International Association of Firechiefs Annual Conference. 10-14 September 1978. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date 1.12.77.

ESSEN: International Security and Police Equipment Exhibition (Security '78). 12-14 September 1978. Joint venture with appropriate trade association. A. S. Rees ext. 7080. Cut off date not yet arranged.

LOUISVILLE: International Woodworking Machinery and Furniture Supply Fair. 16-20 September 1978. Joint ventures with:
Machine Tool Trades Association.
Birmingham Chamber of Commerce.
M. D. Seymour ext. 265. Cut off date 2.6.77.

ST LOUIS: Annual Convention and Exhibition of the Wire Association of America. 16-19 October 1978. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date April 1978.

DUSSELDORF: 5th International Fair for Industry, Trade and Handicraft (GLAS '78). October 1978. Joint venture with appropriate trade association. A. S. Rees ext. 7045. Cut off date 1.3.78.

TEHRAN: International Educational and Training Equipment Exhibition. 12-18 November 1978. Joint venture with appropriate trade association. W. M. McKinnon ext. 602. Cut off date not yet arranged.

DUSSELDORF: 3rd International Trade Exhibition for Industrial Furnaces and Thermic-Production Presses (Thermprocess '78). November/December 1978. Joint venture with appropriate trade association. Mrs. C. Miller ext. 7203. Cut off date not yet arranged.

1979

ESSEN: International Exhibition for Horse Sports, Leisure time Riding and Horsekeeping (Equitana '79). March 1979. Joint venture with appropriate trade association. A. S. Rees ext. 7080. Cut off date not yet arranged.

PIACENZA: Button Exhibition. April 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 325. Cut off date 31.10.78.

British Export Marketing Centre Tokyo

The British Overseas Trade Board considers that the Japanese market continues to offer new and exciting growth prospects for a wide range of British exports. For a single fee of £200 firms can participate in official trade exhibitions being held in the British Export Marketing Centre, Tokyo, which was opened in September 1973. The board will provide free of charge the floor space and a shell stand and mount the exhibits. It will also arrange to ship all exhibits to Tokyo free of charge from a central point in Britain. Before each exhibition it will mount a major advertising and publicity campaign in Japan to attract potential customers. In addition, exhibiting firms will each be able to claim £450 towards the cost of sending up to two representatives to man the stands during the exhibition. The centre is available to British companies, or their agents, wishing to mount individual product exhibitions for a charge of £65 a day. It is also available to companies wishing to hold seminars and conferences and there are facilities for audio-visual presentations and catering. A charge of £6.50 an hour will be made. Further information on the centre and its facilities can be obtained from Fairs and Promotions Branch (01-248 5757 ext. 7104/7317/360).
The programme of exhibitions for 1977 is now complete. The programme of exhibitions for 1978 is now under consideration and information may be obtained from the board's Export to Japan Unit (01-248 5757 ext. 614/232).

Official British trade exhibitions September 1977 to September 1978

Environmental Engineering and Technology Exhibition 6-10 September 1977. Sponsored by Engineering Industries Association (Miss V. A. How, 01-863 9188). FPB contact S. F. Morris ext. 360. Cut off date passed.

Engineers' Small Tool and Hand Tools Exhibition 27 September-1 October 1977. Sponsored by Federation of British Hand Tool Manufacturers (W. R. Eccles, 0742-63084). FPB contact R. King ext. 7317. Cut off date passed.

Laboratory Ware Exhibition 25-29 October 1977. Sponsored by British Laboratory Ware Association (Mrs J. D. Marich, 01-947 5733). FPB contact R. King ext. 7317. Cut off date passed.

2nd Electro-Optics and Laser Equipment Exhibition 8-12 November 1977. Sponsored by Sira Institute (W. A. Seatherton 01-467 2636). FPB contact S. F. Morris ext. 360. Cut off date passed.

Building Materials Exhibition 29 November-3 December 1977. Sponsored by Building Centre Group (D. Clayton, 01-637 1022). FPB contact S. F. Morris ext. 360. Cut off date passed.

Business and Reprographic Equipment Exhibition 14-18 February 1978. Sponsored by Business Equipment Trades Association (R. D'urban, 01-405 6233). FPB contact R. King ext. 7317. Cut off date passed.

Carpet Exhibition 14-18 March 1978. Sponsored by British Carpets Export Association (G. H. Davidson, 01-830 2145). FPB contact S. F. Morris ext. 360. Cut off date 20.5.77.

Plastics and Rubber Technology Exhibition 11-15 April 1978. Sponsored by British Plastics Federation (D. Brown, 01-734 2041). FPB contact R. King ext. 7317. Cut off date 17.6.77.

Aerospace Equipment Exhibition 16-20 May 1978. Sponsored by Society of British Aerospace Companies (P. Kidson, 01-839 3231). FPB contact S. F. Morris ext. 360. Cut off date 15.7.77.

Garden Equipment Exhibition 20-24 June 1978. Sponsored by Gardenex (Mrs Y. Slade, Hungerford 2532). FPB contact R. King ext. 7317. Cut off date 19.8.77.

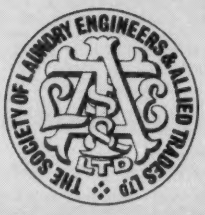
Photographic and Audio Visual Equipment Exhibition 18-26 July 1978. Sponsored by British Photographic Export Group (R. Saunders, 89-33372). FPB contact S. F. Morris ext. 360. Cut off date 23.9.77.

Textile Exhibition 5-9 September 1978. Sponsored by National Wool Textile Export Corporation (G. Richardson, 0274-24235/6). FPB contact R. King ext. 7317. Cut off date 4.11.77.

African Fisheries

Men's and Boys' Wear

Welding

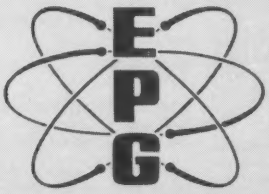


Laundry & Dry Cleaning

Brewing

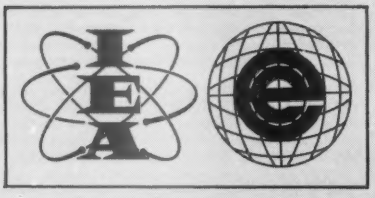
Brighter Homes Exhibition

Consumer Goods



Electronic Instruments

Men's and Boys' Wear



Electronics

World Fishing

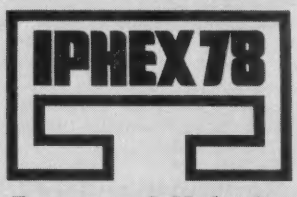
Printing

Packaging

Mechanical Handling

Electronic Components

Plastics and Rubber

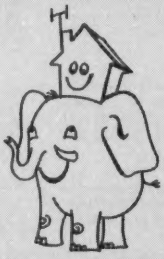


Pneumatics & Hydraulics

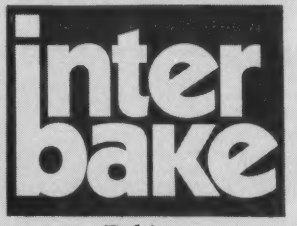
Offshore Oil

Laboratory Ware & Instrumentation

Heating, Ventilating & Air Conditioning



Consumer Goods



Baking

Hotels and Catering

ENCIRCLE TI 17 ON PAGE 30 FOR FURTHER INFORMATION

SOME GOOD BUSINESS SYMBOLS

Over twenty years ago when we organised our first exhibition we created an individual and unique identifying symbol.

Something we repeated for every exhibition that followed.

The symbols produced over the years demonstrate the wide variety of different industries for which ITF have organised successful exhibitions all over the World.

ITF are now the World's largest independent exhibition organisers, and provide a total service to Industry.

Total professionalism in planning; in promoting visitor attendance and specialised teams for every exhibition, each with a knowledge of the particular industry concerned.

From small specialised national shows to large general multi-national exhibitions anywhere in the World.

All part of the ITF service that allows exhibitors to concentrate on their business. Leaving ITF to attract the right people to attend the exhibition.

Which is the hallmark of an ITF exhibition.

ITF have organised events in Kuala Lumpur, Buenos Aires, Mexico, Sydney, Moscow, New York, Sao Paulo, Caracas, Dakar and many others abroad.

INDUSTRIAL & TRADE FAIRS HOLDINGS LTD. Head Office: Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG. Tel: 021-705 6707 Telex: 337073 Cables: Indatfa Solihull. London Office: 9, Argyll Street, London, W1V 2HD. Tel: 01-437 1622.

2 STORE PROMOTION

Where BOTB support is planned or under consideration

BOTB contact for all Store Promotions: C. G. N. Roberts, tel. 01-248 5757 ext 7183.

1977

PARIS: 15 September-15 October 1977. Au Printemps.

NEW YORK: September-October 1977. Barneys. Men's and womens' clothing and leather goods.

HELSINKI: Autumn 1977. Stockmans.

CHICAGO: 3-15 October 1977. Marshall Field. London Buying Office, Marshall Field and Co, Westmoreland House, 127 Regent Street, London W1. P. LePelley 01-734 4785.

SINGAPORE: October 1977. Robinsons. London Buying House, Robinsons and Littles, Friendly House, Chiswell Street, London EC1. 01-606 2345.

ONTARIO/QUEBEC: October 1977. Eatons.

TOKYO and 10 other cities: October-November 1977. Mitsukoshi. UK inquiries: Mitsukoshi (UK) Ltd, 5th Floor, Kent House, 87 Regent Street, London W1R 8NB, 01-437 6346.

TEL AVIV: October-November 1977. Shalom. London Buying House, Portman Ltd, PO Box 4BX, 40 Duke Street, London W1A 4BX, 01-629 8805.

STOCKHOLM, GOTHENBURG, MALMO: October-November 1977. Gulins/Pepita. Co-ordination by Clothing Export Centre. Director T. P. Randle 01-734 9744.

MADRID, BARCELONA: November 1977. Galerias Preciados. London Buying House, Portman Ltd, PO Box 4BX, 40 Duke Street, London W1A 4BX, 01-629 8805.

OSAKA: November 1977. Hankyu. Hankyu London Buying Office, The Adelphi, London WC2, 01-930 9621.

NEW JERSEY: November 1977. Bambergers. London Buying Office, Macy and Co, 52 Conduit Street, London SW1, 01-734 4583.

3 MISSIONS

Where BOTB support is planned or under consideration

INWARD MISSIONS

Overseas Visitors' Bureau contact for general inquiries on inward missions: Miss G. M. Stannard, tel. 01-248 5757 ext. 463.

ALREADY ARRANGED

Nigeria, May 1977: Building materials. Building Centre (W. Bridge 01-637 1022).

France, May 1977: Finance and banking. Committee on Invisible Exports (Gaye Murdoch 01-628 3161).

Germany, May 1977: Electronic components. Electronic Components Industry Federation (W. Barratt 01-437 4127).

Sweden, May 1977: Plastics processing machinery. The British Plastics Federation (D. Brown 01-734 2041).

Western Europe, May 1977: Frozen Foods. British Food Export Council (P. C. Platten 01-480 6594/5).

South Africa, June 1977: Machine tools. Machine Tool Trades Association (D. Bromige 01-402 6671).

USA, June 1977: Hand tools. Federation of British Hand Tool Manufacturers (W. R. Eccles 0742 663084).

Yugoslavia, June 1977: Mining equipment. Association of British Mining Equipment Exporters (R. Buckley 0742 21071).

South Korea, July 1977: Books. Book Development Council (B. Stock 01-580 6321).

Sweden, October 1977: Foodstuffs. British Food Export Council (P. C. Platten 01-480 6594/5).

UNDER CONSIDERATION

Netherlands, May 1977: Footwear. British Footwear Manufacturers Federation (P. B. Cowling 01-437 5573/5).

USA, May 1977: Machine tools. Machine Tool Trades Association (T. H. E. Wallace 01-402 6671).

Australia, June 1977: Broadcasting equipment. Electronic Engineering Association (F. Sherry 01-437 0678).

USA: September 1977: Energy storage heaters. (OVB contact G. Foden ext. 7033).

QATAR, September 1977: Building materials. Building Centre (W. Bridge 01-637 1022).

South Africa, September-October 1977: Construction equipment (OVB contact J. Kerslake ext. 685).

South Africa, September-October 1977: Audio visual aids. Industrial Council for Education and Training Technology (J. Wright 01-437 0678).

Belgium, October 1977: Handtools. Federation of British Hand Tool Manufacturers (W. R. Eccles 0742 663084).

Global, October 1977: Sports and games equipment. The Federation of British Manufacturers of Sports and Games (Mrs B. Cuming 01-437 7281).

Italy, October 1977: Finance and banking. Committee on Invisible Exports (Gaye Murdoch 01-628 3161).

Spain, November 1977: Finance and banking. Committee on Invisible Exports (Gaye Murdoch 01-628 3161).

USA: Hydraulics. Association of Hydraulic Equipment Manufacturers (J. Nosworthy 01-834 0855).

Tunisia: Potatoes. Potato Marketing Board (A. A. Sinclair 031-225 1466).

Iran: Commodity services. Committee on Invisible Exports (Gaye Murdoch 01-628 3161).

Portugal: Food processing equipment (OVB contact G. Foden ext. 7033).

Western Europe: Industrial heating equipment. The Heating, Ventilation and Air Conditioning Manufacturers Association Ltd (R. Ayres 01-223 0511).

USSR: Hospital equipment. British Health Care Export Council (J. L. M. Hole 01-262 2641).

NIGERIA: Railway equipment. Railway Industry Association (G. R. Curry 01-834 1426).

West Germany: Scale models (OVB contact T. Williams ext. 7196).

Canada/USA: Furniture and giftware. Council for Small Industries in Rural Areas (E. W. Mahoney 01-947 6761).

South Korea: Construction equipment. Federation of Manufacturers of Construction Equipment and Cranes (D. R. Barrell 01-353 3020).

Greece: Construction equipment (OVB contact H. Sharp ext. 441).

Denmark/Norway/Sweden/Finland: Textiles. (OVB contact H. Sharp ext. 441).

Israel: Hospital equipment. British Health Care Export Council (J. L. M. Hole 01-262 2641).

Belgium: Footwear. British Footwear Manufacturers Federation (Mrs C. M. Long 01-437 5573).

New Zealand: Hospital equipment. British Health Care Export Council (J. L. M. Hole 01-262 2641).

USSR: Textile machinery. British Textile Machinery Association (R. E. France 061-834 2991).

OUTWARD MISSIONS

Africa

1977

South Africa 30 April-21 May 1977. Sheffield Chamber of Commerce (J. S. Hambidge, Sheffield 730114). FPB contact S. J. Seaman ext. 571. Cut off date passed.

South Africa 8-21 May 1977. Agricultural Engineers Association (D. G. O'Neill, 01-828 7973-6). FPB contact S. J. Seaman ext. 571. Cut off date passed.

Nigeria 9-20 May 1977. Glasgow Chamber of Commerce (M. Neil, 041-204 2121). FPB contact Miss H. Goldberg ext. 325. Cut off date passed.

South Africa 21 May-4 June 1977. Ship and Boat Builders Federation (A. D. H. Hough, 01-405 7481). FPB contact S. J. Seaman ext. 571. Cut off date passed.

South Africa 4-24 June 1977. Luton, Dunstable and District Chamber of Commerce (H. H. Gore, Luton 23456-7). FPB contact S. J. Seaman ext. 571. Cut off date passed.

South Africa 1-16 July 1977. Glasgow Chamber of Commerce (M. Neil, 041-204 2121). FPB contact S. J. Seaman ext. 571. Cut off date passed.

South Africa 24 July-14 August 1977. Manchester Chamber of Commerce (D. M. Arrendale, 061-832 5574). FPB contact S. J. Seaman ext. 571. Cut off date passed.

South Africa 3-17 September 1977. Birmingham Engineering and Building Centre (D. W. Perkins, 021-643 1914). FPB contact S. J. Seaman ext. 571. Cut off date passed.

Nigeria 5-16 September 1977. Export Council for the Jewellery and Giftware Industries (J. McConnell, 01-606 2451). FPB contact Miss H. Goldberg ext. 325. Cut off date 1.6.77.

Kenya, Tanzania, Zambia, Mauritius 12-28 September 1977. Birmingham Chamber of Commerce (T. L. Edgar, 021-454 6171). FPB contact Miss L. M. O'Brien ext. 7092. Cut off date 16.5.77.

South Africa 18 September-2 October 1977. Birmingham Chamber of Industry and Commerce (G. Ashmore, 021-454 6171). FPB contact S. J. Seaman ext. 571. Cut off date 18.6.77.

South Africa: 2-22 October 1977. Gauge and Toolmakers Association (T. E. Williams, High Wycombe 444645). FPB contact S. J. Seaman ext. 571. Cut off date 1.5.77.

Nigeria 17-28 October 1977. British Plastics Federation (D. Brown, 01-734 2041). FPB contact Miss H. Goldberg ext. 325. Cut off date 13.5.77.

South Africa 22 October-5 November 1977. Dundee and Tayside Chamber of Commerce (C. W. Sims, Dundee 22122). FPB contact S. J. Seaman ext. 571. Cut off date 23.7.77.

South Africa 5-19 November 1977. Engineering Industries Association (Col R. E. Scott, MBE MC, 01-863 9188). FPB contact S. J. Seaman ext. 571. Cut off date 5.8.77.

Nigeria 21 November-2 December 1977. Manchester Chamber of Commerce (D. M. Arrandale, 061-832 5574). FPB contact Miss H. Goldberg ext. 325. Cut off date 21.6.77.

1978

Ghana, Ivory Coast, Zaire 13-24 February 1978. Lighting Industry Federation Ltd (D. Pinder, 01-636 0766). FPB contact Miss L. M. O'Brien ext. 7092. Cut off date 18.9.77.

Americas, including the Caribbean

1977

USA 7-14 May 1977. Birmingham Chamber of Industry and Commerce (R. Grier, 021-454 6171). FPB contact J. E. Henderson ext. 318. Cut off date passed.

USA 7-21 May 1977. Coventry Chamber of Commerce (I. Moulson, Coventry 51777). FPB contact M. D. Seymour ext. 265. Cut off date passed.

USA/Canada 9-19 May 1977. Bristol Chamber of Commerce (Mrs B. Childs, Bristol 37081). FPB contact J. W. Coupar ext. 7242. Cut off date passed.

Brazil 16-27 May 1977. Manchester Chamber of Commerce (S. Butler, 061-832 5574). FPB contact Ms A. V. Woodward ext. 576. Cut off date passed.

USA 18-31 May 1977. British Jewellery and Giftware Federation (J. W. F. McConnell, 01-606 2451). FPB contact M. J. Low ext. 7204. Cut off date passed.

Canada 22 May-1 June 1977. London Chamber of Commerce (M. Worsley, 01-248 4444). FPB contact M. D. Seymour ext. 265. Cut off date passed.

Brazil 20 June-1 July 1977. British Health-Care Export Council (J. Harris, 01-262 2641). FPB contact Ms A. V. Woodward ext. 576. Cut off date passed.

Brazil, Venezuela 4-22 July 1977. Engineering Industries Association (Miss V. A. How, 01-863 9188). FPB contact Ms A. V. Woodward ext. 576. Cut off date passed.

Canada, USA 10-21 July 1977. British Food Export Council (I. Harrison, 01-480 6594). FPB contact M. J. Low ext. 7204. Cut off date passed.

Brazil 1-10 August 1977. Dundee and Tayside Chamber of Commerce (Oil-related mission) (J. Aitken, Dundee 22122). FPB contact Ms A. V. Woodward ext. 576. Cut off date passed.

Peru, Ecuador, Venezuela 11-30 September 1977. Coventry Chamber of Commerce (I. Moulson, Coventry 51777). FPB contact Ms A. V. Woodward ext. 576. Cut off date passed.

USA 12-21 September 1977. Cardiff Chamber of Commerce (R. C. Smale, Cardiff 21648). FPB contact J. W. Coupar ext. 7242. Cut off date passed.

Canada, USA 12-24 September 1977. British Ceramic Manufacturers Federation (N. Nelson, Stoke-on-Trent 48631. FPB contact M. J. Low ext. 7204. Cut off date passed.

Mexico 17-24 September 1977. Birmingham Chamber of Commerce (R. Grier, 021-454 6171). FPB contact Ms A. V. Woodward ext. 576. Cut off date 17.6.77.

USA, Canada 17 September-1 October 1977. Master Craftsmen's Association and Retail Export Group (O. T. Gallaway, 01-734 4809). FPB contact J. E. Henderson ext. 318. Cut off date passed.

Caribbean 17 September-1 October 1977. Bristol Chamber of Commerce (Mrs B. Childs, Bristol 37081). FPB contact J. E. Henderson ext. 318. Cut off date passed.

Canada 19-30 September 1977. Edinburgh Chamber of Commerce (D. M. Mowat, 031-225 5851). FPB contact J. E. Henderson ext. 318. Cut off date passed.

USA, Canada 19 September-3 October 1977. Irish Linen Merchants Association (E. O. L. Seccombe, Lisburn 77377). FPB contact M. J. Low ext. 7204. Cut off date passed.

Canada 20-30 September 1977. Scottish Development Agency (W. R. V. Percy 031-343 1911) FPB contact M. J. Low ext. 7204. Cut off date 22.5.77.

USA, Canada 22-29 September 1977. Ship and Boat Builders National Federation (D. Hough, Weybridge 54511). FPB contact J. W. Coupar ext. 7242. Cut off date passed.

USA 26 September-7 October 1977. Glasgow Chamber of Commerce (M. Neil, 041-204 2121). FPB contact J. W. Coupar ext 7242. Cut off date passed.

Venezuela 3-14 October 1977. London Chamber of Commerce and Industry (J. N. Worsley, 01-248 4444). FPB contact Ms A. V. Woodward ext. 576. Cut off date 3.5.77.

Mexico 15-23 October 1977. Scottish Council Development and Industry (Miss M. Bell, 031-225 7911). FPB contact Ms A. V. Woodward ext. 576. Cut off date 23.7.77.

Brazil, Venezuela 15-29 October 1977. Birmingham Engineering and Building Centre (D. W. Perkins, 021-643 1914). FPB contact Ms A. V. Woodward ext. 576. Cut off date 15.7.77.

USA 16-30 October 1977. Coventry Chamber of Commerce (I. Moulson, Coventry 51777). FPB contact J. E. Henderson ext. 318. Cut off date 23.5.77.

Canada 29 October-5 November 1977. Birmingham Chamber of Industry and Commerce (R. Grier, 021-454 6171). FPB contact J. E. Henderson ext. 318. Cut off date 30.5.77.

Venezuela, Surinam 30 October-11 November 1977. Export Association of Nottingham (W. Smit, Nottingham 293360). FPB contact Ms A. V. Woodward ext. 576. Cut off date 31.5.77.

Brazil October 1977. Association of British Oceanic Industries (M. Armstrong, 01-930 1696). FPB contact Ms A. V. Woodward ext. 576. Cut off date not yet arranged.

Brazil 7-18 November 1977. Walsall Chamber of Commerce (N. E. Turner, Walsall 25671). FPB contact Ms A. V. Woodward ext. 576. Cut off date 1.5.77.

North America 12-20 November 1977. Agricultural Engineers Association (E. C. Lanning, 01-828 7973). FPB contact Miss F. Cooleen ext. 7097. Cut off date 24.6.77

USA, Canada 28 November-7 December 1977. London Chamber of Commerce (M. Worsley, 01-248 4444). FPB contact J. W. Coupar ext. 7242. Cut off date 28.6.77.

Mexico 28 November-9 December 1977. London Chamber of Commerce (M. Worsley, 01-248 4444). FPB contact Ms A. V. Woodward ext. 576. Cut off date 30.6.77.

1978

Brazil, Venezuela 20 February-13 March 1978. Westminster Chamber of Commerce (E. V. Notcutt, 01-734 2851). FPB contact Ms A. V. Woodward ext. 576. Cut off date 1.10.77.

Brazil 14-25 March 1978. Gauge and Toolmakers Association (T. E. Williams, High Wycombe 444 645). FPB contact Ms A. V. Woodward ext. 576. Cut off date 14.10.77.

Mexico 30 March-7 April 1978. Manchester Chamber of Commerce (D. M. Parfitt, 051-227 1234). FPB contact Ms A. V. Woodwafd ext. 576.

Venezuela 1-15 September 1978. Merseyside Chamber of Commerce (P. H. Hordley, 051-227 1234). FPB contact Ms A. V. Woodward ext. 576. Cut off date 31.3.78.

Mexico 18-30 September 1978. North of England Development Council (A. Wilson, Stockton-on-Tees 612525). FPB contact Ms A. V. Woodward ext. 576. Cut off date 30.4.78.

Asia (Far East)

1977

Hong Kong, Japan 1-19 May 1977 (Hong Kong 1-7 May, Japan 8-19 May). Society of Motor Manufacturers and Traders (B. B. Whitelaw, 01-235 7000). FPB contact R. King ext. 7317. Cut off date passed.

Singapore, Philippines, Hong Kong 7-29 May 1977. Engineering Industries Association (Col R. E. Scott, 01-863 9188). FPB contact P. A. Greig ext. 7099. Cut off date passed.

Japan 9-21 May 1977. North of England Development Council (A. Wilson, Stockton-on-Tees 612525). FPB contact S. F. Morris ext. 360. Cut off date passed.

Hong Kong, Japan (Hong Kong 15-20 May; Japan 21-31 May) 15-31 May 1977. British Food Export Council (R. Woodruff, 01-480 6594). FPB contact R. King ext. 7317. Cut off date passed.

Japan 6-18 June 1977. Dundee and Tayside Chamber of Commerce and Industry (C. W. Simms, Dundee 22122). FPB contact S. F. Morris ext. 360. Cut off date passed.

Singapore 10-18 June 1977. Scottish Council Development and Industry (J. D. Anderson, 031-225 7911). FPB contact P. A. Greig ext. 7099. Cut off date passed.

Hong Kong, Indonesia, Thailand 10 June-2 July 1977. Birmingham Engineering and Building Centre (D. W. Perkins, 021-643 1914). FPB contact P. A. Greig ext. 7099. Cut off date passed.

Thailand, Malaysia 13-24 June 1977. London Chamber of Commerce and Industry (E. MacDonald, 01-248 4444). FPB contact P. A. Greig ext. 7099. Cut off date passed.

Philippines 25 June-2 July 1977. British Electrical and Allied Manufacturers Association (B. S. Masters, 01-437 0678). FPB contact P. A. Greig ext. 7099. Cut off date passed.

Philippines, Thailand, Malaysia 8-25 August 1977. Agricultural Engineers Association (E. C. Lanning, 01-828 7973/6). FPB contact P. A. Greig ext. 7099. Cut off date passed.

Korea Republic of South Korea 9-21 September 1977. Scottish Council Development and Industry (D. S. Reid, 031-225 7911). FPB contact R. King ext. 7317. Cut off date passed.

Singapore, Malaysia, Thailand 9-29 September 1977. Westminster Chamber of Commerce (J. Turner 01-734 2851). FPB contact P. A. Greig ext. 7099. Cut off date passed.

Hong Kong, Singapore, Malaysia 12-30 September 1977. Leeds Chamber of Commerce and Industry (C. Wilson, Leeds 30491). FPB contact P. A. Greig ext. 7099. Cut off date passed.

Singapore, Indonesia, Malaysia, Thailand 4-26 October 1977. Association of British Oceanic Industries (M. Armstrong, 01-930 1696). FPB contact P. A. Greig ext. 7099. Cut off date 9.5.77.

Indonesia 7-19 October 1977. The Merseyside Chamber of Commerce and Industry (P. H. Hordley, 051-227 1234). FPB contact P. A. Greig ext. 7099. Cut off date 6.5.77.

Japan, Hong Kong 10-28 October 1977 (Japan 10-21 October, Hong Kong 24-28 October). Development Corporation for Wales (M. Lewis, Cardiff 21208). FPB contact R. King ext. 7317. Cut off date 10.5.77.

Korea Republic of South Korea 14-27 October 1977. North of England Development Council (A. Wilson, Stockton-on-Tees 612525). FPB contact R. King ext. 7317. Cut off date 16.5.77.

Japan 28 October-9 November 1977. Northern Ireland Chamber of Commerce (A. D. Kelly, Belfast 34488). FPB contact R. King ext. 7317. Cut off date 3.6.77.

Singapore, Indonesia 28 October-11 November 1977. Leicester and County Chamber of Commerce and Industry (H. L. Milliard, Leicester 27171). FPB contact P. A. Greig ext. 7099. Cut off date 31.5.77.

Singapore, Malaysia 4-18 November 1977. Society of Motor Manufacturers and Traders (K. Wallis, 01-235 7000). FPB contact P. A. Greig ext. 7099. Cut off date 3.6.77.

Japan and Hong Kong 7-26 November 1977. London Chamber of Commerce and Industry (Miss D. Wright, 01-248 4444). FPB contact S. F. Morris ext. 360. Cut off date 20.7.77.

Japan, Korea Republic of South Korea 14 November-3 December 1977 (Japan 14-22 November, Republic of South Korea 22 November-3 December). Birmingham Chamber of Industry and Commerce (C. J. Harvey, 021-454 6171). FPB contact R. King ext. 7317. Cut off date 23.6.77.

Singapore, Malaysia 18 November-3 December 1977. Cardiff Chamber of Commerce (R. C. Smale, Cardiff 21648). FPB contact P. A. Greig ext. 7099. Cut off date 17.6.77.

Japan 25 November-10 December 1977. Merseyside Chamber of Commerce and Industry (P. H. Hordley, 051-227 1234). FPB contact R. King ext. 7317. Cut off date 8.7.77.

Philippines, Singapore 25 November-10 December 1977. London Chamber of Commerce and Industry (E. MacDonald, 01-248 4444). FPB contact P. A. Greig ext. 7099. Cut off date 27.6.77.

1978

Singapore 15 February-4 March 1978. Association of British Oceanic Industries (M. Armstrong, 01-930 1696). FPB contact P. A. Greig ext. 7099. Cut off date 12.9.77.

Singapore, Malaysia, Hong Kong 31 March-20 April 1978. South Wales Exporters Club (C. Blanch, Cardiff 885701). FPB contact P. A. Greig ext. 7099. Cut off date 28.10.77.

Asia (Middle East)

1977

Israel 6-13 May 1977. Birmingham Chamber of Industry and Commerce (G. Ashmore, 021-454 6171). FPB contact Miss H. Goldberg ext. 325. Cut off date passed.

3 MISSIONS
Where BOTB support is planned or under consideration

Syria, Jordan 8-19 May 1977. London Chamber of Commerce (D. L. Price, 01-248 4444). FPB contact W. M. McKinnon ext. 602. Cut off date passed.

Iran, Kuwait, Bahrain, Saudi Arabia 8-27 May 1977. British Food Export Council (I. S. Harrison, 01-480 6594/5). FPB contact W. M. McKinnon ext. 602. Cut off date passed.

Iran 26 August-5 September 1977. London Chamber of Commerce (D. L. Price, 01-248 4444). FPB contact W. M. McKinnon ext. 602. Cut off date passed.

Kuwait, Abu Dhabi, Dubai 18-30 September 1977. Design Council (Mrs P. Rosser, 01-839 8000). FPB contact P. G. H. Robinson ext. 7314. Cut off date passed.

Syria 23-30 September 1977. Merseyside Chamber of Commerce (P. H. Hordley, 051-227 1234). FPB contact W. M. McKinnon ext. 602. Cut off date passed.

Saudi Arabia, Kuwait 23 September-7 October 1977. Coventry Chamber of Commerce (I. Moulson, Coventry 51777). FPB contact P. G. H. Robinson ext. 7314. Cut off date passed.

Bahrain, Abu Dhabi, Dubai, Kuwait 7-20 October 1977. Bradford Chamber of Commerce (M. A. Sewell, Bradford 28166/9). FPB contact P. G. H. Robinson ext. 7314. Cut off date 2.5.77.

Iran 7-14 October 1977. North Western Export Club (H. Robertshaw, 061-707 2190). FPB contact W. M. McKinnon ext. 602. Cut off date 6.5.77.

Bahrain, Abu Dhabi, Dubai, Qatar, Oman, Kuwait 16 October-11 November 1977. North of England Development Council (A. Wilson, Stockton-on-Tees 612525). FPB contact W. M. McKinnon ext. 602. Cut off date 27.5.77.

Israel 17-28 October 1977. London Chamber of Commerce (I. MacDonald, 01-248 4444). FPB contact Miss H. Goldberg ext. 325. Cut off date 15.5.77.

Saudi Arabia 21-31 October 1977. British Electrical and Allied Manufacturers Association (B. S. Masters, 01-437 0678). FPB contact P. G. H. Robinson ext. 7314. Cut off date 20.5.77.

Kuwait, Bahrain, Abu Dhabi, Dubai, Oman 28 October-19 November 1977. Slough and District Chamber of Commerce (J. Peck, Slough 33633). FPB contact P. G. H. Robinson ext. 7314. Cut off date 27.5.77.

Iraq, Iran 7-19 November 1977. British Printing Machinery Association (W. Maxwell, 01-405 9619). FPB contact W. M. McKinnon ext. 602. Cut off date 10.6.77.

Iraq 30 November-8 December 1977. The Scottish Council Development and Industry (J. D. Anderson, 031-225 7911). FPB contact W. M. McKinnon ext. 602. Cut off date 8.7.77.

Saudi Arabia 2-14 December 1977. Birmingham Chamber of Commerce (G. Ashmore, 021-454 6171). FPB contact P. G. H. Robinson ext. 7314. Cut off date 1.7.77.

Kuwait, Dubai, Bahrain, Saudi Arabia 2-21 December 1977. Bristol Chamber of Commerce (Mrs B. Childs, Bristol 37081). FPB contact P. G. H. Robinson ext. 7314. Cut off date 1.7.77.

Egypt 9-16 December 1977. Machine Tools Trade Association (D. Bromige, 01-402 6671). FPB contact P. G. H. Robinson ext. 7314. Cut off date 8.7.77.

Australasia

1977

Australia, New Zealand 14 May-4 June 1977. Northern Ireland Chamber of Commerce (W. C. S. Wilson, Belfast 34488). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date passed.

New Zealand, Australia 28 May-18 June 1977. The City of Westminster Chamber of Commerce (J. B. Turner, 01-734 2851). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date passed.

Australia 11 June-2 July 1977. Book Development Council (M. Ballard, 01-580 6321). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date passed.

Australia 5-19 July 1977. British Photographic Export Group (J. Thorpe, Uxbridge 33372). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date passed.

New Zealand, Australia 25 July-13 August 1977. Engineering Industries Association (Col R. E. Scott, 01-863 9188). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date passed.

Australia 25 July-8 August 1977. Association of Hydraulic Equipment Manufacturers (J. H. Brain, 01-834 0855). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date passed.

Australia, New Zealand 19 August-9 September 1977. Society of Motor Manufacturers and Traders (K. Wallis, 01-235 7000). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date passed.

Australia, New Zealand 11 September-9 October 1977. Merchant Converters Association (R. J. Townley, 01-637 3434). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date passed.

Australia, New Zealand 8-29 October 1977. British Ceramic Plant and Machinery Manufacturers Association (Mr Hench, Sunbury 83280). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date 6.5.77.

Australia, New Zealand 28 October-20 November 1977. Coventry Chamber of Commerce (Mr Moulson, Coventry 51777). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date 28.5.77.

New Zealand 3-15 November 1977. Birmingham Chamber of Industry and Commerce (G. Ashmore, 021-454 6171) FPB contact Mrs W. M. MacIver ext. 7093. Cut off date 3.6.77.

Australia 3-24 November 1977. Lighting Industry Federation (D. Pinder, 01-636 0766). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date 3.6.77.

Australia, New Zealand 12 November-3 December 1977. Birmingham Engineering and Building Centre (D. W. Perkins, 021-643 1914). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date 10.6.77.

1978

Australia January-February 1978. North of England Development Council (A. Wilson, 0642 612525). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date 31.8.77.

Australia, New Zealand 22 February-9 March 1978. North Staffordshire Chamber of Commerce and Industry (J. J. Glover, MBE, 0782 44731). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date 22.9.77.

Europe

1977

Turkey 4-14 May 1977. London Chamber of Commerce (I. MacDonald, 01-248 4444). FPB contact Miss L. M. O'Brien ext. 7092. Cut off date passed.

Greece 15-26 May 1977. London Chamber of Commerce and Industry (I. MacDonald, 01-248 4444). FPB contact Miss L. M. O'Brien ext. 7092. Cut off date passed.

Romania, Bulgaria 9-23 July 1977. Birmingham Chamber of Industry and Commerce (C. J. Harvey, 021-454 6171). FPB contact L. Devine ext. 7213. Cut off date passed.

FPB contact

Names and telephone extensions are given against each item for the contact at Fairs and Promotions Branch, Department of Trade, Hillgate House, 26 Old Bailey, London EC4M 7HU.

01-248 5757

4 OTHER OVERSEAS FAIRS

Events listed in section 1 are not included in section 4.

Inquiries
Requests for information about trade fair costs and conditions should be made to the organisers or their UK agents whose names and addresses may be obtained from the Department of Trade's Fairs and Promotions Branch, Hillgate House, 26 Old Bailey, London EC4M 7HU (01-248 5757 ext. 7171).
* Event held annually at approximately the time stated.
† Event held in alternate years at approximately the time stated.

General

1977

TEL AVIV: International Trade Fair (Modern Living) (Consumer Goods). 28 April-14 May 1977.

GRAZ: Spring Fair. 30 April-8 May 1977.*

PARIS: International Trade Fair (Foire de Paris). 30 April-15 May 1977.

VALENCIA: International Trade Fair. May 1977.

BUCHAREST: International Spring Fair (Tibco). 7-15 May 1977.

BORDEAUX: International Trade Fair. 14-23 May 1977.

TEHRAN: International Technology Fair. 20-27 May 1977.

NICOSIA: Cyprus International (State) Fair. 21 May-12 June 1977.

PADUA: International Padua Fair. 27 May-5 June 1977.*

SYDNEY: Asian Trade Fair. 29 May-6 June 1977.

BARCELONA: Trade Fair. 1-10 June 1977.

METZ: International Industrial Goods Exhibition (Equipex). 15-18 June 1977.

BILBAO: International Trade Fair. July 1977.

ISMIR: International Trade Fair. August-September 1977.*

MALMO: 59th International Trade Fair (Skanemassan). 19-28 August 1977.

UTRECHT: International Autumn Trade Fair. September 1977.*

STRASBOURG: International Trade Fair. 1-12 September 1977.

SALONIKA: International Trade Fair. 4-18 September 1977.

VIENNA: International Trade Fair (Autumn). 7-11 September 1977.*

ZAGREB: International Autumn Fair. 9-18 September 1977.

BARI: International Levant Fair. 9-19 September 1977.*

DIEPPE: Franco-British Trade Fair. 10-18 September 1977.

BUDAPEST: International Autumn Fair – Specialised Fair of Consumer Goods. 16-25 September 1977.

ALGIERS: International Trade Fair. 21 September-7 October 1977.

MARSEILLES: International Autumn Fair. September 23-3 October 1977.

GRAZ: Autumn Fair. 1-9 October 1977.*

METZ: International Autumn Fair (Expofim). 1-10 October 1977.*

LIMA, PERU: Pacific International Fair. November 1977.

ZAGREB: New Years Fair. 17-29 December 1977.

1978

SUDAN: First International Fair of Khartoum. 19-27 January 1978.

LYON: International Trade Fair. March 1978.

MARSEILLES: International Spring Fair. March 1978.

METZ: International Spring Fair (Expometz). March 1978.

VIENNA: International Trade Fair (Spring). March 1978.*

UTRECHT: International Trade Fair (Spring). March 1978.*

LILLE: International Trade Fair. April 1978.

SAARBRUCKEN: International Saar Fair. April 1978.*

MILAN: International Samples Fair. April 1978.*

BASLE: Swiss Industries Fair. 15-24 April 1978.

GRAZ: Spring Fair. 29 April-7 May 1978.*

BORDEAUX: International Trade Fair. May 1978.

PARIS: International Trade Fair (Foire de Paris). May 1978.

PADUA: Padua International Fair. May/June 1978.*

BARCELONA: International Trade Fair. June 1978.

ISMIR: International Trade Fair. August-September 1978.

MARSEILLES: International Autumn Fair. September 1978.

UTRECHT: International Trade Fair (Autumn). September 1978.*

VIENNA: International Trade Fair (Autumn). September 1978.*

SALONIKA: International Trade Fair. September 1978.*

STRASBOURG: International Trade Fair. September 1978.

BERLIN: German Industries Exhibition. 16-24 September 1978.†

GRAZ: Autumn Fair. 30 September-8 October 1978.*

METZ: International Autumn Fair (Expofim). October 1978.

DUSSELDORF: IKM-Capital Goods Exhibition for small and medium sized manufacturers, Craftsmen and trade. 6-10 October 1978.

1979

UTRECHT: International Spring Trade Fair. March 1979.*

LYON: International Trade Fair. March 1979.

METZ. International Spring Fair (Expometz). March 1979.

MARSEILLES: International Spring Fair. March 1979.

LILLE: International Trade Fair. April 1979.

Agriculture, forestry, fishing and agricultural machinery

1977

ATLANTA: International Educational Poultry Show. 1977.

FOGGIA: Agricultural Fair. 30 April-8 May 1977.

PLOVDIV: Agricultural Mechanisation, Machines and Equipment for the Food Industry. May/June 1977.

NOVI SAD: International Agricultural Fair. 13-22 May 1977.

KLAGENFURT: Austrian Timber Fair. August 1977.*

BRISBANE: Royal National Show. 11-20 August 1977.

HALIFAX: World Fishing Exhibition. 31 August-7 September 1977.

STUTTGART: 87th Agricultural Show. 24 September-2 October 1977.

OTTAWA: Forest Industries Equipment Exhibition. October 1977.

OPORTO: IV International Food Agricultural and Industrial Exhibition. 14-23 October 1977.

SYDNEY: 4th MEAT and Allied Trades Fair. 17-19 October 1977.

CAIRO: International Exhibition for Agriculture and Irrigation Requirements. 17-28 October 1977.

TEHRAN: International AGWA Food Fair. 28 October-4 November 1977.

SYDNEY: Orange National Field Days. 14-17 November 1977.

DAKAR: 1st Agricultural and Hydro-Equipment Fair. 1-7 December 1977.

1978

BERLIN: International Green Week. 27 January-5 February 1978.*

COLUSA CA: 13th Colusa Orchard and Farm Equipment Show. February 1978.

PARIS: Leisure Power Cultivation. March 1978.

PARIS: Salon d'Aviculture (Poultry). March 1978.

NOVI-SAD: International Agricultural Fair. May 1978.

MUNICH: Exhibition of the Technology of Forestry and Forest Industries (Interforst). 30 May-4 June 1978.

KLAGENFURT: Austrian Timber Fair. August 1978.*

VANCOUVER: Forest Industries Equipment Exhibition. September 1978.

1979

PARIS: A Salon d'Aviculture (Poultry). March 1979.

PARIS: Leisure Power Cultivation Show. March 1979.

Aircraft and aeronautical equipment

1977

BUCHAREST: Aviatie Exhibition. 7-10 June 1977.

JOHANNESBURG: Aviation Africa. 6-10 October 1977.

1978

HANOVER: International Air Show. 26 April-4 May 1978.

TOULOUSE: Aeronautical and Space Exhibition. June 1978.

Books and periodicals

1977

NICE: International Book Festival. 6-11 May 1977.

1978

MONTREAL: International Book Fair. April 1978.

NICE: International Book Festival. May 1978.

Building, public works and construction equipment

1977

TALLIN, USSR: Equipment and Materials for the Production of System-built One-room Homes. 17-30 May 1977.

KIEV: Exhibition of Building Materials and Equipment for their Manufacture (Building Materials). 21 June-4 July 1977.

CHICAGO: International Public Works Congress and Equipment Show. 10-15 September 1977.

MADRID: International Building and Construction Exhibition. October 1977.

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4 OTHER OVERSEAS FAIRS

BOLOGNA: International Building Exhibition. 8-16 October 1977.

TEL AVIV: International Building Materials Exhibition (ACLIM '77). 10-14 October 1977.

YEREVAN, USSR: Machinery and Equipment for the Extraction, Treatment and Mechanical Processing of Stone Materials. 11-21 October 1977.

DUBAI: Middle East Construction Exhibition '77. 30 October-5 November 1977.

1978

DALLAS: National Association of Home Builders Exposition. January 1978.

PHOENIX: The World of Concrete Exposition. 7-14 January 1978.

LAS VEGAS: Concrete and Aggregate Convention. 21-25 January 1978.

VERONA: International Earth Moving and Construction Equipment Exhibition (Samoter). February 1978.

HANOVER: International Building Supplies Exhibition (Constructa). 15-22 February 1978.

ROTTERDAM: Trade Exhibition of Thermal, Acoustic, Fireproof and Cryogenic Insulation (Isolatie). September 1978.

BOLOGNA: International Building Exhibition. October 1978.

Chemicals and allied industries including plastics

1977

BUCHAREST: International Chemistry Show. 7-15 May 1977.

CHICAGO: Exposition of Chemical Industries. 5-8 December 1977.

PARIS: International Chemical Exhibition (Interchime). 5-10 December 1977.

HONG KONG: Industrial Chemicals Show. 9-13 December 1977.

1978

BOMBAY: Chemical and Technical. 1978.

STUTTGART: Colour Chemists Exhibition (Farbe). 23-26 February 1978.

BARCELONA: International Chemical Exhibition (Expoquima). March 1978.

MILWAUKEE: Off Highway Vehicle Exposition. September 1978.

TORONTO: Canadian Chemical and Process Equipment Exhibition. October 1978.

Clothing

1977

PARIS: International Clothing Trade and Knitting Industries Equipment Exhibition. 8-11 June 1977.

WIESBADEN: International Millinery Trade Fair (Interhut). 24-25 September 1977.

VIENNA: Ladies' Fashion Show. 25-27 September 1977.*

NEW YORK: National Outerwear and Sportswear Association Suppliers Exhibition (NOSA). October 1977.

THESSALONIKA: 6th Hellenic and International Fashion Fair. 2-5 October 1977.

MUNICH: International Fashion Week. 3-7 October 1977.

ZURICH: International Fashion Show (Modexpo). 9-11 October 1977.

BERLIN: Fashion Week (including Interchic). 9-12 October 1977.*

1978

COLOGNE: International Men's Fashion Week. February 1978.*

PARIS: International Fur Trade Exhibition. March 1978.

BERLIN: Fashion Week (including Interchic). April 1978.*

VIENNA: Ladies' Fashion Show. April 1978.

MUNICH: International Fashion Week. 2-6 April 1978.*

WIESBADEN: International Millinery Trade Fair (Interhut). June 1978.*

BERLIN: Fashion Week (including Interchic). October 1978.*

PARIS: Exhibition of Women's Ready-to-Wear Clothing (Pret-a-Porter). October 1978.

THESSALONIKA: Hellenic Fashion Fair. October 1978.

VIENNA: Ladies' Fashion Show. October 1978.*

MUNICH: International Fashion Week. 1-5 October 1978.*

WIESBADEN: International Millinery Trade Fair (Interhut). November 1978.*

1979

PARIS: International Exhibition of Womens' Ready-to-Wear (Pret-a-Porter). March 1979.

PARIS: International Fur Trade Exhibition. March 1979.

Display and shop equipment

1977

PARIS: International Shopfitting and Trade Equipment Exhibition (Equipmag). 6-11 November 1977.

Engineering, electrical and electronic, including radio and television

1977

GENEVA: The First International Mini/Micro Computer Exposition in Europe. 24-26 May 1978.

PHILADELPHIA: National Electronic Packaging and Production Conference and Exhibition (Nepcon East). 14-16 June 1977.

SYDNEY: 2nd Consumer Electronic Show. 4-9 August 1977.

SYDNEY: International Radio and Electronics Engineering Convention '77. 8-12 August 1977.

BANGKOK: International Conference on Computer Applications in Developing Countries (ICCA). 22-25 August 1977.

BERLIN: International Radio and Television Exhibition. 26 August-4 September 1977.

BUCHAREST: Exhibition of Electric Quantities Measuring and Control Apparatus Control Technique Electronic Parts and Units (Aparatura-Electronica). 6-9 September 1977.

BASLE: Exhibition of Industrial Electronics and Electrical Engineering (Ineltec). 6-10 September 1977.

CANNES: Market for Videocassette Programmes and Equipment (Vidcom). 16-21 September 1977.

BUCHAREST: Exhibition of Cables Conductors and Insulating Materials Low Voltage Electrical Apparatus Power Supply Plants (Cabluri). 20-23 September 1977.

TORONTO: International Electronics Expo. 26-28 September 1977.

NIAGARA FALLS: Instrument Automation Conference and Exhibition (ISA). 17-20 October 1977.

SYDNEY: 3rd International Electrical, Electronic Engineering, Measurement and Control Exhibition and Convention. 18-21 October 1977.

BUDAPEST: 3rd International Exhibition of Industrial Electronics (MIPEL). 19-23 October 1977.

1978

PARIS: International Festival of Sound. March 1978.

PLOVDIV: Domestic and Industrial Electronic Equipment. May-June 1978.

NEW YORK: National Electronic Packaging and Production Conference (Nepcon East). June 1978.

CANNES: Market for Videocassette Programmes and Equipment (Vidcom). September 1978.

PHILADELPHIA: Instrument Automation Conference and Exhibition (ISA). October 1978.

1979

PARIS: International Audio Visual and Communications Exhibition. January 1979.

PARIS: International Exhibition of Sound (Du Son). March 1979.

Engineering, other

1977

NAGOYA: International Metalworking Machines Exhibition. May 1977.

OSAKA: International Metalworking Machines Exhibition. May 1977.

DETROIT: SME International Tool and Manufacturing Exposition and Engineering Conference. 9-12 May 1977.

PARIS: International Surface Treatment and Industrial Finishing Exhibition. 9-14 May 1977.

TOKYO: International Mechanical Handling Exhibition. June 1977.

BRUSSELS: International Exhibition of Civil Engineering and Construction Site Equipment (Intermat). 4-12 June 1977.

PARIS: Design Engineering (Inova). 13-17 June 1977.

JOHANNESBURG: Constor '77. 24-30 August 1977.

HANOVER: International Machine Tool Exhibition (EMO). 20-29 September 1977.

CLEVELAND: Iron and Steel Exposition. 26-29 September 1977.

DETROIT: Quality Testing Show. 4-6 October 1977.

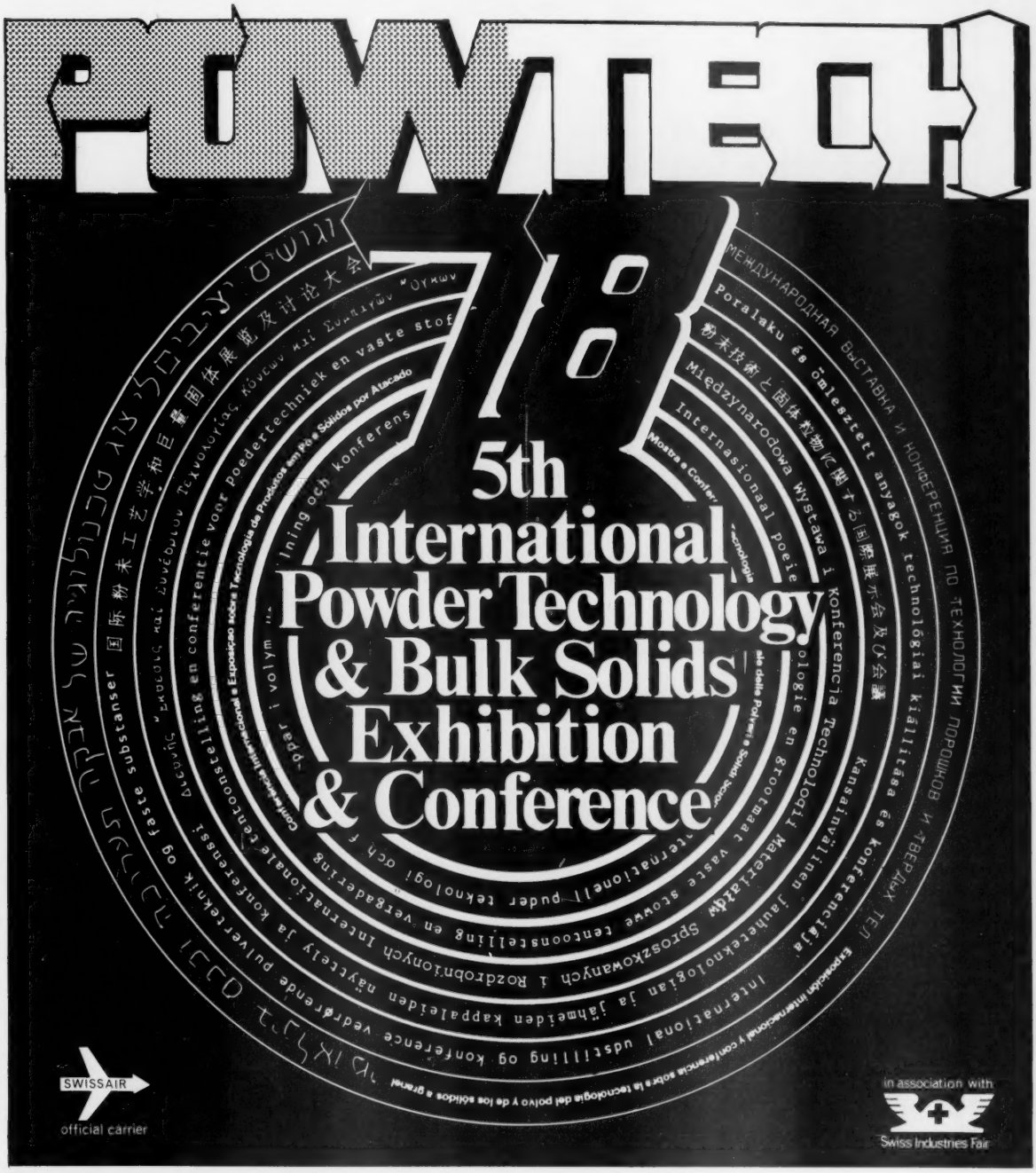
CHICAGO: Sheet Metal Engineering Conference and Exposition. 11-13 October 1977.

CHICAGO: Materials Show. 25-27 October 1977.

BUCHAREST: Exhibition of Industrial Diamonds, Abrasive Tools and Materials, Chipping Tips (Diamante Industriale si Aliate Dure). 8-11 November 1977.

Inquiries: section 4

Requests for information about trade fair costs and conditions should be made to the organisers or their UK agents whose names and addresses may be obtained from the Department of Trade's Fairs and Promotions Branch, 26 Old Bailey, London EC4M 7HU (01-248 5757 ext. 7171).



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ENCIRCLE TI 23 ON PAGE 30 FOR FURTHER INFORMATION

4 OTHER OVERSEAS FAIRS

1978

BILBAO: International Machine Tools Trade Fair. March 1978.

ZURICH: 6th International Power Transmission Exhibition. March/April 1978.

PARIS: International Woodworking Machinery Exhibition (Expobois). April 1978.

PARIS: Machine Tool and Mechanical Factory Equipment Exhibition. May 1978.

PHILADELPHIA: SME International Tool and Manufacturing Exposition and Engineering Conference. April 1978.

Foodstuffs, food machinery, hotel and catering equipment

1977

LILLE: The first Regional Salon for the Hotel Restaurant and Cafe Trade (Norexpo). 1977.

DALLAS: Annual Convention of the American Supermarket Institute. 1-4 May 1977.

CHICAGO: National Restaurant/Hotel/Motel Convention and Exhibition. 21-25 May 1977.

TOKYO: International Frozen Foods Industry Exhibition. June 1977.

MELBOURNE: International Catering Trade Fair (Foodservice '77). 10-13 July 1977.

MELBOURNE: 16th Annual National Accommodation and Catering Exhibition and Seminar. 8-10 August 1977.

RANDWICK, NSW AUSTRALIA: Liquor Retailing '77. September 1977.

VALENCIA: Spanish International Fair of Bakery and Confectionery Equipment (Maicop). 25 September-2 October 1977.

ATLANTIC CITY: American Baking Industry Exposition (Baking expo '77). 8-13 October 1977.

TEL AVIV: 3rd International Hotel and Catering Exhibition. 10-14 October 1977.

OPORTO: International Exhibition of Food, Beverages, Processing Plant and Allied Industries. 21-30 October 1977.

TEHRAN: International AGWA Food Fair. 28 October-4 November 1977.

MUNICH: International Hotel and Catering Equipment Exhibition (Igafa). 4-9 November 1977.

BARCELONA: Hotel Management Maintenance Equipment and Gastronomy Exhibition (Hogarotel). 5-14 November 1977.

1978

BRUSSELS: European Professional Fair for Industry and Handicraft of Bakery. February 1978.

PARIS: International Exhibition of Confectionery, Chocolate and Biscuits (Intersuc). February 1978.

UTRECHT: International Food Fair (Roka). February 1978.†

BARCELONA: International Food Fair. March 1978.

TOKYO: International Food Exhibition. March 1978.

TOKYO: International Hotel and Restaurant Show. March 1978.

PARIS: International Bakery and Pastry Exhibition (Europain). April 1978.

STUTTGART: International Trade Fair for the Hotel Catering and Bakery Trades (Intergastra). April 1978.†

STUTTGART: International Hotel and Catering Trades Exhibition (Intergastra). 7-13 April 1978.

CHICAGO: National Restaurant/Hotel/Motel Convention and Exhibition. May 1978.

TOKYO: International Frozen Foods Industry Exhibition. June 1978.

MUNICH: International Food Industry Trade Fair (Ikofa). 14-20 September 1978.†

PARIS: Food Manufacturing Processing International Exhibition. November 1978.

PARIS: International Exhibition of Machinery and Techniques for the Meat Industry and Trade (Matic). November 1978.

1979

PARIS: International Exhibition of Confectionery, Chocolate and Biscuits (Intersuc). February 1979.

Footwear

1977

MONTREAL: International Footwear Exhibition. August 1977.

1978

BOLOGNA: International Shoe and Leather Fair. March 1978.

Furniture, furnishings, household equipment and hardware

1977

SYDNEY: Furniture Exhibition. 6-11 May 1977.

PARIS: Exhibition of Interior Furnishing (Paritex). 10-14 June 1977.

SAN FRANCISCO: Western Merchandise Mart. July 1977.

DALLAS: Market Center Furniture Exhibition. 11-16 July 1977.

MILAN: International Household Goods and Hardware Exhibition (Macef). 3-7 September 1977.

SYDNEY: Hardware Retailers Exhibition. 5-7 September 1977.

SYDNEY: 1977 RAS Spring Fair, including the Sydney Better Living Exhibition. 30 September-3 October 1977.

VALENCIA: International Furniture Fair. October 1977.

MONTREAL: International Conference and Exhibition of the Furniture and Woodworking Industry (Infote Canada). 21-23 October 1977.

BORDEAUX: Domestic Equipment (Conforexpo). 31 October-11 November 1977.

BELGRADE: International Furniture Fair. 21-27 November 1977.

1978

PARIS: International Arts of Home-Making (Art Menagers). March 1978.

PARIS: Exhibition of Materials and Items to be used for the Manufacture of Furniture, Chairs and Bedding (Approfal). April 1978.

MILAN: International Household Goods and Hardware Exhibition (Macef). September 1978.

BELGRADE: International Fair of Furniture, Accessories and Interior Decoration. November 1978.

1979

PARIS: International Arts of Home Making Exhibition (Arts Menagers). February 1979.

Heating and ventilating

1977

ZAGREB: 4th International Exhibition of Heating, Cooling and Air-conditioning (Interklima). 6-10 June 1977.

1978

UTRECHT: International Heating and Ventilating Exhibition. 8-14 March 1978.

ZURICH: International Heating, Air Conditioning and Sanitation Exhibition. Spring 1978.

STOCKHOLM: Heating, Ventilating and Sanitary Plumbing Fair. (VVS-78) 19-24 May 1978.

TOKYO: International Heating, Air-conditioning and Sanitary Engineering Exhibition. October 1978.

Horticulture and horticultural equipment

1977

STUTTGART: Federal Garden Show. 29 April-23 October 1977.

PARIS: Garden and Home Environment Exhibition. 30 April-15 May 1977.

LYONS: Exhibition of Equipment for Professional Horticulturists, Landscape Designers and Market Gardeners. 9-12 September 1977.

1978

KARLSRUHE: Trade Exhibition for Commercial Horticulture (Technik im Gartenbau). September 1978.†

Hospital, medical, surgical and dental equipment

1977

OYONNAX: International Exhibition of Optical Materials (Silmo). 30 April-4 May 1977.

JAPAN: International Modern Hospital Show. May 1977.

SYDNEY: 7th International Congress on Dietetics and Exhibition. 4-10 May 1977.

MILAN: International Optics, Optimetry and Ophthalmology Exhibition (Mido). 7-10 May 1977.

HOBART, TASMANIA: Annual Scientific Meeting of the Royal Australasian College of Physicans and Medical Trade Exhibition. 11-13 May 1977.

SYDNEY: 6th International Association of Oral Surgeons and Equipment Exhibition. 16-19 May 1977.

BUCHAREST: Optica Exhibition. 28 June-1 July 1977.

MELBOURNE: 3rd International Medicare-Labtrongy Exhibition and Convention. 25-29 July 1977.

BRUSSELS: International Exhibition of Medical and Hospital Equipment. October 1977.

ADELAIDE: Royal Australasian College of Physicians, Scientific Meeting and Trade Medical Exhibition. 19-21 October 1977.

LYON: Pharmaceutical Congress and Exhibition (Ipharmex). 17-20 November 1977.

1978

USA: International Society for Medical Technology, Biennial Meeting and Exhibition. June 1978.

Jewellery and giftware

1977

LOS ANGELES: California Gift Show. July 1977.

NEW YORK: Gift Show. August 1977.

PARIS: Exhibition of Art Manufacturers (Ateliers d' Art). 8-13 September 1977.

1978

PARIS: Jewellery, Silverware, Clocks, Watches and Gifts Exhibition (Bijorhca). January 1978.

PARIS: Exhibition of Art Manufacturers (Ateliers d' Art). January 1978.

PARIS: International Exhibition of China, Pottery, Silverware and Household Decoration Industries (Sife). March 1978.

PARIS: Exhibition of Art Manufacturers (Ateliers d'Art). September 1978.

PARIS: Jewellery, Silverware, Clocks, Watches and Gifts Exhibition (Bijorhca). September 1978.

1979

PARIS: Jewellery, Silverware, Clocks, Watches and Gifts Exhibition (Bijorhca). January 1979.

PARIS: Exhibition of Commercial and Professional Art Manufacturers (Ateliers d'Art). January 1979.

Laundry and allied services

1977

PARIS: International Laundry Dyeing and Dry-Cleaning Exhibition. 3-9 June 1977.

1978

TORONTO: Canadian Launderers and Dry-Cleaners Show and Car Wash Exposition. 3-5 October 1978.

Leather, leather goods and fur

1977

PIRMASENS: Leather Week. 3-5 May 1977.*

OFFENBACH: International Leather Goods Fair. 27-31 August 1977.*

PIRMASENS: Leather Week. 8-10 November 1977.*

1978

PARIS: Leather Goods and Luggage Exhibition. January 1978.

OFFENBACH: International Leather Goods Fair. February 1978.*

BOLOGNA: International Shoe and Leather Fair. March 1978.

PIRMASENS: Leather Week. 9-11 May 1978.*

OFFENBACH: International Leather Goods Fair. August 1978.*

PIRMASENS: Leather Week. 7-9 November 1978.*

1979

PARIS: Leather Goods and Luggage Exhibition. January 1979.

Motor vehicles, motor cycles and cycles

1977

BARCELONA: International Motor Show. April/May 1977.

GUILDFORD, AUSTRALIA: Truck Expo '77. Mid-end July.

SYDNEY: International Motor Show. 19-27 August 1977.

MILWAUKEE: Off-Highway Vehicle Exposition. 12-15 September.

FRANKFURT: International Motor Show: 15-25 September 1977.

MELBOURNE: International Motor Cycle Show. 18-25 September 1977.

BUCHAREST: Exhibition of Motor Car Accessories, Motor Car Condition Assessment Equipment, Motor Vehicle Maintenance Technologies, Road Traffic Control Systems (Auto-Service). 1-4 November 1977.

1978

SALZBURG: International Trade Exhibition for Spares, Accessories, Tools, Workshop and Service Station Equipment. January 1978.

TORONTO: Automobile Show. February 1978.

AMSTERDAM: International Commercial Vehicle Exhibition. February 1978.†

GENEVA: International Motor Show: March 1978.

Music and musical instruments

1977

ZAGREB: Record and Acoustic Appliances and Equipment Exhibition (Interdisc '77).

MELBOURNE: 3rd National Musical Merchandise Exhibition. 23-31 July 1977.

MILAN: International Music and High Fidelity Exhibition. 8-12 September 1977.

Office machinery and equipment

1977

VIENNA: International Office Organisation Exhibition (IFABO). 10-14 May 1977.*

HONG KONG: Office Equipment Show. 16-20 September 1977.

BERLIN: Office Equipment Exhibition (Buro-Data). 12-15 October 1977.

FRANKFURT: Office Supplies Exhibition. 25-28 October 1977.

1978

VIENNA: International Office Organisation Exhibition (IFABO). May 1978.*

STUTTGART: Office Equipment Trade Exhibition. 26-30 September 1978.

STUTTGART: Office Machinery and Office Furniture Exhibition (Das Moderne Buro). October 1978.†

Packaging machinery and materials including containers

1977

PADUA: International Exhibition of Mechanical Handling, Storage, Distribution. 5-9 October 1977.

HAMBURG: International Marine Transportation, Handling and Storage of Chemical Exhibition (Marichem). 11-13 October 1977.

1978

TORONTO: International Materials Handling and Distribution Show. 1978.

TOKYO: International Mechanical Handling Exhibition. June 1978.

PADUA: International Exhibition of Mechanical Handling, Storage, Distribution. October 1978.*

MUNICH: International Transport Exhibition (Transport '78). 17-21 October 1978.

Photographic equipment

1977

PARIS: International Exhibition of Cinema Theatre and Convention Hall Equipment (CISO). 3-7 October 1977.

BUCHAREST: Exhibition of Laboratory and Industrial Photography Apparatus and Materials, Research Photography Installations for Various Fields (Foto-Kino). 22-25 November 1977.

Pottery and glass

1978

PARIS: International Exhibition of China, Pottery, Silverware, Glassware, Pewter and Stainless Steel (SIFE). March 1978.

1979

PARIS: International Exhibition of China, Pottery, Silverware and Household Decoration Industries (SIFE). March 1979.

Printing, stationery and printing machinery

1978

PARIS: International Professional Stationery Exhibition (Sippa). February 1978.

PARIS: International Paper Printing and Graphic Arts Industry Exhibition (Graphitec). June 1978.

1979

PARIS: International Professional Stationery Exhibition (Sippa). February 1979.

Scientific instruments and nuclear equipment

1977

MELBOURNE: 50th General Scientific Meeting. 16-20 May 1977.

BUCHAREST: Technica Nucleara Exhibition. 14-17 June 1977.

HONG KONG: Scientific Equipment Show. 8-12 July 1977.

1978

PARIS: French Physics Exhibition. December 1978.

Ships and boats

1977

BRISBANE: 'Telegraph' Boat Show. Dates not yet set.

MELBOURNE: Sail Boat '77. 18-22 May 1977.

HONG KONG: 1st World Conference and Exhibition on Barge Carriers and their Potential in the 1980's (Bargecon '77). 7-9 June 1977.

MELBOURNE: Herald National Boat Show and Camping Display. 3-10 July 1977.

DURBAN: International Boat Show. 16-24 July 1977.

SYDNEY: International Boat Show. 5-10 August 1977.

FRIEDRICHSHAFEN: International Boat Show (Interboot). 1-9 October 1977.*

1978

FRIEDRICHSHAFEN: International Boat Show (Interboot). 30 September-8 October 1978.*

Sports goods and camping equipment, including caravans

1977

MELBOURNE: Caravan and Camping Show. May 1977.

SYDNEY: Caravan and Outdoor Leisure Show. May 1977.

TOKYO: 40th Tokyo International Sports Goods Fair. 11-12 May 1977.

SYDNEY: Sport, Health, Recreation Fair '77. 14-22 May 1977.

PARIS: International Sports and Leisure Exhibition (Sisel). 12 to 14 September 1977.

TOKYO: 41st Tokyo International Sports Goods Fair. November 1977.

4 OTHER OVERSEAS FAIRS

1978

STUTTGART: International Exhibition for Caravans, Motors and Tourism (CMT). 28 January-5 February.*

MUNICH. International Sports Equipment Fair (ISPO). February 1978.*

MUNICH: Caravan, Boat and Accessories Exhibition. 4-12 February 1978.

GRENOBLE: International Winter Sports Exhibition. March 1978.

PARIS: Summer Sports and Leisure Exhibition (Sisel). September 1978.

PARIS: International Caravan Exhibition. October 1978.

1979

GRENOBLE: International Winter Sports Equipment Trade Show. March 1979.

Textiles and textile machinery

1977

SAO PAULO: International Textile Machinery Fair (Itmex '77). 10-18 September 1977.

ZAGREB: International Commercial Contract-Making on Textile Products (Kutex). 8-10 November 1977.

Toys and games

1978

PARIS: International Toy Games Exhibition. February 1978.

1979

PARIS: International Toys and Games Exhibition. February 1979.

Watches and clocks

1978

MUNICH: International Trade Fair for Watches, Jewellery, Precious Stones and Silverware (Inhorgenta). 9-12 February 1978.*

Water, effluent and air treatment plant including anti-pollution, cleaning and refuse disposal equipment

1977

SYDNEY: Interclean '77 Exhibition and Seminar. 3-5 May 1977.

BUCHAREST: Combaterea Poluarii Exhibition. 24-27 May 1977.

SYDNEY: Australian Air Conditioning and Refridgeration Exhibition. 7-9 June 1977.

BASLE: International Water, Sewage and Air Purification Exhibition (Pro-Aqua). 14-18 June 1977.

AMSTERDAM: International Exhibition for the Treatment, Storage and Use of Water (Aquatech). September 1977.*

OSAKA: International Environmental Pollution Control Exhibition. September 1977.

PARIS: Europrotection. 20-30 September 1977.

TOKYO: International Heating Air-conditioning and Sanitary Engineering Exhibition. October 1977.

GRENOBLE: Anti-Pollution Techniques and Equipment Exhibition (Alpexpo). 3-7 October 1977.

TEHRAN: International AGWA Food Fair. 28 October-4 November 1977.

MILAN: International Cleaning and Sanitation Exhibition (Pulisan). November 1977.*

OSAKA: International Anti-Pollution Exhibition. November 1977.

1978

AMSTERDAM: International Exhibition for the Treatment, Storage and Use of Water (Aquatech). September 1978.*

PARIS: International Exhibition of Techniques for Control of Industrial and Urban Pollution Air Noise Waste Water. 5-8 December 1978.

Other specialised fairs

1977

NEW YORK: Premium Show. 2-5 May 1977.

STUTTGART: International Collectors' Exchange and German Weapon Fair (ISA '77). 18-25 May 1977.*

MAASTRICHT: Trade Picture Fair (Pictura). 21-30 May 1977.*

CHICAGO: International Security Conference and Exhibition. 22-25 May 1977.*

AMSTERDAM: International Stamp Exhibition. 27 May-2 June 1977.*

SINGAPORE: Home Show '77. 4-12 June 1977.*

SALONIKA: 5th International Marble Fair. 5-12 June 1977.*

PARIS: Perfumery and Cosmetics Industry Exhibition. 6-10 June 1977.*

ZAGREB: 4th International Public Utility Equipment Fair (Urbanex). 6-10 June 1977.*

TEHRAN: Transport and Communications Fair. 10-17 June 1977.

SYDNEY: 2nd Annual Security Industry Exhibition. July 1977.

JAPAN: 3rd International Ideal and Inventions Product Exhibition. July 1977.

TORONTO: Federation for Information Processing Congress. 8-10 August 1977.

MELBOURNE: Sun News-Pictorial International Homes Show. 20-28 August 1977.

FLORENCE: International Antique Dealers Fair. September 1977.

OSAKA: 4th International Ideal and Inventions Product Exhibition. September 1977.

HAMBURG: Modern Family Exhibition. 3-11 September 1977.

STOCKHOLM: International Exhibition on Construction and Maintenance of Excavated Rock Caverns (Rockstone). 4-8 September 1977.

SINGAPORE: Asian Business Expo (Abex). 7-10 September 1977.

STUTTGART: International Trade Exhibition for Home Improvement Supplies (Do-It-Yourself). 7-11 September 1977.*

BUCHAREST: Exhibition of Pumps for Industry, Agriculture and Buildings (POMPE). 13-16 September 1977.

PARIS (LE BOURGET): Technical Assembly Days. 13-16 September 1977.

HANOVER: Tobacco Industry Exhibition: 17-18 September 1977.

JOHANNESBURG: Security and Safety in '77. 22-24 September 1977.

DUBLIN: International Education and Training Exhibition and Conference (ETEX). 27 September-1 October 1977.

PARIS: Do-It-Yourself Exhibition (Bricolage). October 1977.

MOSCOW: Exhibition of Optics used by Man, Science and Industry and in Culture and everyday life (Optika). 13-23 October 1977.

CHICAGO: National Safety Congress. 17-20 October 1977.

NEW YORK CITY: Information Systems Exposition and Conference. 17-20 October 1977.

STRASBURG: International Market for European Sub-Contracting (Midest). 17-21 October 1977.

ZAGREB: 4th International Exhibition of Teaching Appliances and Training Equipment (Educa). 17-22 October 1977.

BUDAPEST: International Exhibition of School Equipment and Teaching Aids. 19-25 October 1977.

BUCHAREST: Exhibition of Apparatus and Devices for the Materials, Measurement and Non Destructive Control (Control Nedistructiv). 25-28 October 1977.

BUCHAREST: Exhibition of Apparatus Procedures etc, for the Modernisation of Teaching at all levels (Materiale Didactice). 25-28 October 1977.

LIMA, PERU: Pacific International Fair. November 1977.

TOKYO: 5th International Ideal and Inventions Product Exhibition. November 1977.

ST LOUIS: National School Supply and Equipment Association (Nssea). 11-15 November 1977.

BUCHAREST: Exhibition of Asbestos Based Materials and Technical Articles (Albest). 15-18 November 1977.

HAMBURG: 'Fun '77' – Leisure and Entertainment Exhibition. 22-25 November 1977.

BUCHAREST: Exhibition of Industrial Use Sieves, Sieve Accessories (SITE). 29 November-2 December 1977.

BUCHAREST: Exhibition of Cork Raw Materials and Products (PLUTA). 6-9 December 1977.

PARIS: Equestrian Exhibition. 7-13 December 1977.

1978

MUNICH: International Light Industries and Handicrafts Fair (IHM). 11-19 March 1978.*

UTRECHT: International Building Exhibition. 20-27 March 1978.†

CHICAGO: International Security Conference and Exhibition. May 1978.

UTRECHT: International Exhibition for Technology Transfer (Tech-Transfair '78). 8-12 May 1978.

GOTHENBURG: Public Transport Systems in Urban Areas Trade Fair. 27-30 June 1978.

JOHANNESBURG: 1st International Training and Education Symposium and Exhibition. 10-14 July 1978.

HAMBURG: International Oil Pollution Exhibition and Conference (Iopec). 26-30 September 1978.

PARIS: Do-It-Yourself Exhibition (Bricolage). October 1978.

TOKYO: International Power Technology Exhibition. October 1978.

TOKYO: 5th International Ocean Development Exhibition. October 1978.

MUNICH: International Transport Exhibition (Transport '78). 17-21 October 1978.

1979

PARIS: International Exhibition of Advanced Transportation Systems (Transport-Expo). April 1979.

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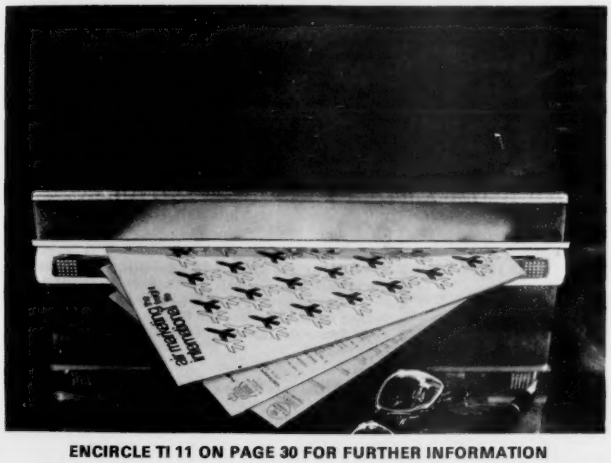

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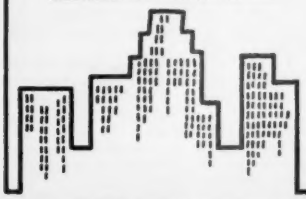

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5 UK FAIRS

General fairs

1977

BRIGHTON: BRI-EXPO Brighton International Exhibition. 20-28 August 1977. At Metropole Exhibition Centre. * Apply Lawson Organisation, Green Dragon House, 64 High Street, Croydon CR9 2UH (01-868 5741).

1978

BIRMINGHAM: International Spring Fair. 5-9 February 1978. At National Exhibition Centre. * Apply Trade Promotion Services Ltd, Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (01-855 9201).

Aircraft and aeronautical equipment

1978

FARNBOROUGH: International Air Show and Flying Display. 3-10 September 1978. (3 press only, 4-7 trade only). At Farnborough Airfield. † Apply The Society of British Aerospace Companies Ltd, 28 King Street, London SW1Y 6RD (01-839 3231/10).

Agriculture, forestry, fishing and agricultural machinery

1977

STOKE MANDEVILLE: European Poultry Fair. 4-5 May 1977. At BOCM Silcock Farm. * Apply BOCM Silcock Ltd, Development Farm, Risborough Road, Stoke Mandeville, Aylesbury, Bucks HP22 5XW (Aylesbury (0296) 612661.

BELFAST: Royal Ulster Annual Show and Industrial Exhibition. 25-28 May 1977. At Balmoral Showground. * Apply Royal Ulster Agricultural Society, Kings Hall, Balmoral, Belfast BT9 6GW (Belfast 665225).

SHEPTON MALLET: Royal Bath and West Counties Bi-Centenary Show. 31 May-4 June 1977. At Showground. * Apply Bath and West and Southern Counties Society, Showground, Shepton Mallet, Somerset BA4 6QN (Shepton Mallet (0749) 3366).

MALVERN: Three Counties Agricultural Society's Show. 14-16 June 1977. At Malvern Show Site. * Apply Secretary, Three Counties Show, Malvern, Worcs WR13 6NW (Malvern 61731).

INGLISTON: Royal Highland Show. 21-24 June 1977. At Royal Highland Showground. * Apply Royal Highland and Agricultural Society of Scotland, Ingliston, Newbridge, Midlothian EH28 8NF (031-333 2444).

NORWICH: Royal Norfolk Agricultural Show. 29-30 June 1977. At Showground, New Costessey. * Apply Royal Norfolk Agricultural Association, Dereham Road, New Costessey, Norwich NR5 0TT Norfolk ((0603) 742000).

KENILWORTH: Royal Agricultural Show. 4-7 July 1977. At National Agricultural Centre. * Apply Royal Agricultural Society of England, National Agricultural Centre, Kenilworth, Warwicks CV8 2LG (Coventry 56151).

HARROGATE: Great Yorkshire Show. 12-14 July 1977. At The Showground. * Apply Yorkshire Agricultural Society, Great Yorkshire Showground, Hookstone Oval, Harrogate, N. Yorkshire (Harrogate 61536).

BUILTH WELLS: Royal Welsh Agricultural Show. 19-21 July 1977. At Builth Wells Showground, Llanelwedd. * Apply Royal Welsh Agricultural Society Ltd, The Showground, Builth Wells, Breconshire LD2 3SY (Builth Wells 3683).

KENILWORTH: Dairy Farming Event. 28-29 September 1977. At National Agricultural Centre. * Apply Royal Association of British Dairy Farmers, Robarts House, Rossmore Road, London NW1 6NP (01-723 8021).

LONDON: Royal Smithfield Show and Agricultural Machinery Exhibition. 5-9 December 1977. At Earls Court. * Apply Smithfield Show Joint Committee, SMMT Ltd, 21-24 Grosvenor Place, London SW1X 7JF (01-235 7000).

Books and periodicals

1977

LONDON: The London Book Fair. 6 October 1977. At Hotel Inter-Continental. * Apply Exhibition Manager, CBL Publishing Development Ltd, 16 Pembridge Road, London W11 (01-229 1825).

Building, public works and construction equipment

1977

BIRMINGHAM: IWIE (International Woodworking Industries Exhibition). 27 October-2 November 1977. At National Exhibition Centre. † Apply Building Trades Exhibitions Ltd, 11 Manchester Square, London W1M 5AB (01-486 1951).

BIRMINGHAM: INTERBUILD (International Building and Construction Exhibition. 16-25 November 1977. At National Exhibition Centre. † Apply Interbuild Exhibitions Ltd, 11 Manchester Square, London W1M 5AB (01-486 1951).

1978

LONDON: SPECIBUILD EXHIBITION. 16-19 May 1978. At Olympia. † Apply Westbourne Exhibitions Ltd, Crown House, Morden, Surrey (01-540 1101).

Chemicals and allied industries including plastics and rubber

1977

BRIGHTON: RUBBEREX '77 (International Rubber Exhibition). 16-20 May 1977. At Metropole Exhibition Centre. Apply Maclaren Exhibitions Ltd, PO Box 109, Davis House, 69/77 High Street, Croydon CR9 1QH, Surrey (01-688 7788).

BIRMINGHAM: EUROCHEM (Chemical and Process Engineering Show). 20-24 June 1977. At National Exhibition Centre. Apply Clapp and Poliak (Europe) Ltd, 232 Acton Lane, London W4 5DL (01-995 4806).

BIRMINGHAM: INTERPLAS (International Plastics and Rubber Exhibition). 15-23 September 1977. At National Exhibition Centre. Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (021-705 6707).

Clothing

1977

BIRMINGHAM: MAB International Fashion Fair. 4-7 September 1977. At National Exhibition Centre. * Apply ITF-MAB Exhibitions Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands (021-705 6707).

LONDON: Junior Fashion Fair. 16-20 October 1977. At Royal Horticultural Society's Hall. * Apply National Childrens Wear Association, 40/42 Oxford Street, London W1N 9FJ (01-636 1833/4).

LONDON: The London Fashion Exhibition. 25-28 October 1977. (Provisional). At Earls Court. * Apply Earls Court and Olympia Ltd, Exhibition Building, Warwick Road, Earls Court, London SW5 9TA (01-385 1200).

BIRMINGHAM: British International Fashion Fair. 26-29 October 1977. At National Exhibition Centre. * Apply Clothing Export Council of Great Britain, Academy House, 26/28 Sackville Street, London W1X 1DA (01-734 9744).

LONDON: The London Designer Group Collection. 27-30 October 1977. At Inn-on-the-Park Hotel. * Apply London Designer Collections, 17 Bridle Lane, London W1R 3HL (01-437 7257).

LONDON: The London Collections. 27-31 October 1977. At Inter-Continental Hotel. * Apply Fashion Promotions Ltd, 32/34 Wellington Street, London WC2E 7BD (01-836 7342).

Display and shop equipment

1977

LONDON: INTERSHOP (Shop and Display Equipment Exhibition). 1-4 May 1977. At Olympia. * Apply Shop and Display Equipment Association, 18 Croydon Road, Caterham, Surrey CR3 6YR (Caterham (22) 48911/2).

BIRMINGHAM: SHOPEX '77 (International Self-Service, Display Equipment and Shopfitting Exhibition). 12-15 June 1977. **PLEASE NOTE CORRECT DATES.** At National Exhibition Centre. * Apply Westbourne Exhibitions Ltd, Crown House, Morden, Surrey SM4 5EB (01-540 1101).

Engineering, electrical and electronic, including radio and television

1977

LONDON: London Electronic Component Show. 17-20 May 1977. At Olympia. † Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (021-705 6707).

BIRMINGHAM: IDEA (International Domestic Electrical Appliances Trade Fair). 24-27 May 1977. At National Exhibition Centre. Apply Montbuild Ltd, 11 Manchester Square, London W1M 5AB (01-486 1951).

LONDON: APRS '77 (International Exhibition of Professional Recording Equipment). 15-17 June 1977. At The Connaught Rooms, London WC2. * Apply Association of Professional Recording Studios, 23 Chestnut Avenue, Chorleywood, Herts WD3 4HA (Rickmansworth (87) 72907).

LONDON: International Audio Festival and Fair. 12-18 September 1977 **(TRADE ONLY** 12 and 13). At Olympia. * Apply Illiffe Promotions Ltd, Dorset House, Stamford Street, London SE1 9LU (01-261 8000).

LONDON: Control and Instrumentation Exhibition and Conference. 13-15 September 1977. At West Centre Hotel. † Apply Morgan Grampian (Publishers) Ltd, 30 Calderwood Street, London SE18 6QH (01-855 7777).

LONDON: HI-FIDELITY '77 (Autumn High Fidelity Show). 12-16 October 1977. At Heathrow Hotel, London Airport. * Apply Emberworth Ltd, 8 Furlong Road, Bourne End, Bucks (Radnage (024026) 2674).

BRIGHTON: INTERNEPCON/UK. 18-20 October 1977. At Metropole Exhibition Centre. * Apply Kiver Communications Ltd, 149-155 Ewell Road, Surbiton, Surrey (01-390 0281).

1978

BIRMINGHAM: IEA/ELECTREX (International Electrical, Electronic and Instrument Exhibition). 13-17 March 1978. At National Exhibition Centre. † Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, W. Midlands (021-705 6707).

BIRMINGHAM: COMMUNICATIONS '78 (Communications Equipment and Systems Exposition). 4-7 April 1978. At National Exhibition Centre. **(THIS EVENT WAS PREVIOUSLY HELD IN BRIGHTON).** † Apply Tony Davies Communications, c/o Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, W. Midlands (021-705 6707).

Engineering, other

1977

NORWICH: ANGLEX (Engineering Industries Association Exhibition). 12-14 May 1977. At Royal Norfolk Agricultural Showground. Apply Engineering Industries Association, Eastern Region, 78 Whiting Street, Bury St Edmunds, Suffolk IP33 1NX (Bury St Edmunds (0284) 66330).

BIRMINGHAM: International Mechanical Handling Exhibition. 16-21 May 1977. At National Exhibition Centre. Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (021-705 6707).

GLASGOW: SCOTMECH (Scottish Handling, Plant Engineering and Maintenance Exhibition). 31 May-3 June 1977. At Kelvin Hall. Apply Turret Press Ltd, Exhibitions Division, 886 High Road, Finchley, London N12 9SB.

LONDON: Dust Control and Air Cleaning Exhibition. 20-23 September 1977. At Olympia. † Apply Technology Exhibitions Ltd, 1 Katharine Street, Croydon CR9 1LB (01-686 6339).

LONDON: FILTECH (International Filtration and Separation Exhibition and Conference). 20-23 September 1977. At Olympia. † Apply Filtech Exhibitions Ltd, 1 Katharine Street, Croydon CR9 1LB (01-686 6339).

BIRMINGHAM: International Mining Exhibition. 10-15 October 1977. At National Exhibition Centre. Apply Brintex Exhibitions Ltd, 178/202 Great Portland Street, London W1N 6NH (01-637 2400).

BIRMINGHAM: PEMEC (International Plant Engineering and Maintenance Exhibition and Conference). 31 October-4 November 1977. At National Exhibition Centre. * Apply Clapp and Poliak Europe Ltd, 232 Acton Lane, London W4 5DL (01-995 4806).

1978

BIRMINGHAM: IPHEX (International Pneumatics and Hydraulics Exhibition Incorporating Compressors and Power Transmission Equipment). 13-17 March 1978. At National Exhibition Centre. † Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, W. Midlands (021-705 6707).

Foodstuffs, food machinery, hotel and catering equipment

1977

HARROGATE: National Meat Trades Fair. 9-11 May 1977. At Exhibition Centre. † Apply Brintex Exhibitions Ltd, 178/202 Great Portland Street, London W1N 6NH (01-637 2400).

BIRMINGHAM: NALVEX (National Licensed Victuallers Exhibition). 9-12 May 1977. At National Exhibition Centre. * Apply L. V. Exhibitions Ltd, Morning Advertiser, 57 Effra Road, London SW2 1DA (01-733 3186).

LONDON: Delicatessen International Exhibition. 16-19 May 1977. At Royal Horticultural Society's New Hall, Westminster. † Apply Fairs and Exhibitions Ltd, 21 Park Square East, Regents Park, London NW1 (01-935 8200).

LONDON: CTN (International Confectionery, Tobacco and Newsagency Exhibition). 15-18 May 1977. At Olympia. * Apply CTN Enterprises Ltd, Ashley House, 53 Christchurch Avenue, London N12 0DH (01-445 6344).

LONDON: FIE FOOD PACK '77 (International Exhibition for the Food and Allied Industries). 15-18 November. At Olympia. **(PLEASE NOTE CORRECT TITLE AND VENUE).** Apply BPS Exhibitions Ltd, 4 Seaford Court, 220/222 Great Portland Street, London W1N 5HH (01-388 2117).

1978

LONDON: HOTELYMPIA (International Hotel and Catering Exhibition). 25 January-1 February 1978. At Olympia. † Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, W. Midlands B91 2BG (021-705 6707).

Footwear

1977

LONDON: British International Footwear Fair. 2-5 October 1977. At Olympia. Apply Shoe and Leather News (Exhibitions) Ltd, 83/88 Great Eastern Street, London EC2A 3ED (01-739 2071).

Furniture, furnishings, household equipment and hardware

1977

LONDON: WALPADEX (International Decorating Materials Trade Show). 16-19 May 1977. At Royal Lancaster Hotel. * Apply S. M. Broughton, Wallpaper and Paint Retailers Association, 14 Birmingham Road, Walsall, Staffs WS1 2NA (Walsall (0922) 31134).

LONDON: DECOR (International Contract Furnishing and Interior Design Exhibition). 26-30 June 1977. At Olympia. * Apply Westbourne Exhibitions Ltd, Crown House, Morden, Surrey SN4 5EB (01-540 1101).

BIRMINGHAM: The Birmingham International Ideal Homes Show. 4-20 August 1977. At National Exhibition Centre. * Apply ITF and BPM Exhibitions Ltd, Radcliffe House, Blenheim Court, Solihull, W. Midlands B91 2BG (021-705 6707).

MANCHESTER: British Furniture Manufacturers Exhibition. 8-11 August 1977. At Belle Vue and City Hall. * Apply BFM Exhibitions Ltd, 17 Berners Street, London W1P 4DY (01-323 1166).

HARROGATE: International Carpets Fair. 6-9 September 1977. At the Exhibition Centre. * Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, W. Midlands (021-705 6707).

BRIGHTON: Autumn Floor Coverings Exhibition. 12-15 September 1977. At Metropole Exhibition Centre. * Apply C. and C. Furnishing Ltd, 30 Southgate, Chichester, Sussex (Chichester (0243) 88423).

1978

BIRMINGHAM: Furniture Show. 10-15 January 1978. At National Exhibition Centre. **(THIS EVENT WAS FORMERLY HELD IN LONDON).** * Apply BFM Exhibitions Ltd, 17 Berners Street, London W1P 4DY (01-323 1166).

BIRMINGHAM: International Spring Fair. 5-9 February 1978. At National Exhibition Centre. * Apply Trade Promotion Services Ltd, Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (01-855 9201).

BIRMINGHAM: FURNEX (Furniture Production Exhibition). 20-24 February 1978. At National Exhibition Centre. † Apply Exhibitions for Industry Ltd, 157 Station Road East, Oxted, Surrey (Oxted (988) 4371).

Gas and oil extraction and distribution including offshore activities

1977

ABERDEEN: Offshore Europe Exhibition and Conference. 13-16 September 1977. At Bridge of Don Showground. † Apply Spearhead Exhibitions Ltd, Rowe House, 55/59 Fife Road, Kingston-upon-Thames, Surrey KT1 1TA (01-549 5831).

1978

BRIGHTON: Oceanology International. 5-10 March 1978. At Metropole Exhibition Centre. Apply BPS Exhibitions Ltd, 4 Seaford Court, 220/2 Great Portland Street, London W1N 5HH (01-388 2117).

LONDON: SPE European Offshore Petroleum Conference and Exhibition. 24-27 October 1978. At Earls Court. Apply Society of Petroleum Engineers, c/o Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, W. Midlands B91 2BG (021-705 6707).

Handicrafts

1977

LONDON: International Craft and Hobby Fair. 20-24 August 1977. At Wembley Conference Centre. * Apply Toy Exhibitions (Southern) Ltd, 3 Rothesay Drive, Highcliffe-on-Sea, Christchurch, Dorset (Highcliffe 72711).

LONDON: International Handicrafts and Do-It-Yourself Exhibition. 15-29 October 1977. At Olympia. * Apply Mr A. J. Kreps, Link House Publications Ltd, Link House, Dingwall Avenue, Croydon, Surrey CR9 2TA (01-686 2599).

Heating and ventilating

1978

BIRMINGHAM: HEVAC (International Heating, Ventilating and Air-Conditioning Exhibition). 3-7 April 1978. At National Exhibition Centre. † Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, W. Midlands (021-705 6707).

UK fairs: general inquires contact 01-248 5757 ext. 7109.

Horticulture and horticultural equipment

1977

BIRMINGHAM: GLEE (International Garden and Leisure Exhibition). 30 October-2 November 1977. At National Exhibition Centre. * Apply Inter Garden Promotions Ltd, Columbia House, 69 Aldwych, London WC2B 4DY (01-405 9292).

NEW MALDEN: Institute of Groundmen's International Exhibition of Machinery, Equipment and Materials. 6-8 September 1977. At Motspur Park. * Apply James R. Walsby Public Relations, Copthall House, St Ives Road, Maidenhead, Berks (Maidenhead (0628) 29498).

Hospital, medical, surgical and dental equipment

1977

LONDON: NAIDEX (National Aids for the Disabled Exhibition). 9-12 November 1977. At Royal Horticultural Society's New Hall, Westminster. **(THIS EVENT WAS PREVIOUSLY HELD IN BRIGHTON).** * Apply Naidex Conventions Ltd, Temple House, 36 High Street, Sevenoaks, Kent (Sevenoaks (0732) 59533/4).

Jewellery and giftware

1977

LONDON: International Gifts Fair. 14-18 August 1977. At Olympia. * Apply Trade Promotion Services Ltd, Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (01-855 9201).

LONDON: Wholesale Buyers Gift Fair. 29 November-1 December 1977. At Mount Royal Hotel. * Apply Trade Promotion Services Ltd, Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (01-855 9201).

1978

BIRMINGHAM: International Spring Fair. 5-9 February 1978. At National Exhibition Centre. * Apply Trade Promotion Services Ltd, Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (01-855 9201).

Motor vehicles, motor cycles and cycles

1977

GLASGOW: Scottish Motor Show. 11-19 November 1977. At Kelvin Hall. † Apply Scottish Motor Exhibition Committee, Scottish Motor Trade Association, 3 Palmerston Place, Edinburgh EH12 5AQ (Edinburgh (031) 225 3643).

Music and musical instruments

1977

LONDON: British Musical Instrument Trade Fair. 14-18 August 1977. At Bloomsbury Centre Hotel. * Apply Association of Musical Instrument Industries, 62 Park View, Hatch End, Pinner, Middlesex HA5 4LN (01-428 4700).

Office machinery and equipment

1977

BIRMINGHAM: International Business Show. 11-20 October 1977. At National Exhibition Centre. **(PLEASE NOTE THIS EVENT FORMERLY KNOWN AS THE INTERNATIONAL BUSINESS EFFICIENCY EXHIBITION).** † Apply Business Equipment Trade Association, 109 Kingsway, London WC2B 6PU (01-405 6233).

5 UK FAIRS

Packaging machinery and materials including containers

1978

BRIGHTON: INTERPHEX (International Exhibition dealing with processing, packaging and handling of Pharmaceuticals, Cosmetics, Toiletry, Perfumery and Fine Chemical Products). 18-21 April 1978. At Metropole Exhibition Centre. † Apply BPS Exhibitions Ltd, 4 Seaford Court, 220/2 Great Portland Street, London W1N 5HH (01-388 2117).

Printing, stationery and printing machinery

1978

BIRMINGHAM: NATPRINT (National Printing Machinery Exhibition). 10-14 April 1978. At National Exhibition Centre. Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, W. Midlands (021-705 6707).

Scientific instruments and nuclear equipment

1978

LONDON: LABWARE (Laboratory Equipment Exhibition). 25-27 April 1978. At Bloomsbury Centre Hotel. † Apply British Laboratory Ware Association Ltd, 28 Worple Road, London SW19 4EE (01-947 5733).

Ships and boats

1977

SOUTHAMPTON: Boat Show. 19-24 September 1977. At Mayflower Park. * Apply J. E. Artman and Partners, Exmoor House, Methuen Street, Southampton SO2 0FQ. (Southampton (0703) 32348).

Sports goods and camping equipment, including caravans

1977

BIRMINGHAM: ISLE (International Sports and Leisure Exhibition). 16-19 October 1977. At National Exhibition Centre. * Apply Federation of British Manufacturers of Sports and Games Ltd, 145 Oxford Street, London W1R 1TB (01-437 7281).

LONDON: Caravan Camping Holiday Show and Mobile Homes. 10-20 November 1977. At Earls Court. * Apply Angex Ltd, Temple House, Temple Avenue, London EC4Y 0JA (01-353 4000).

LONDON: Camping, Outdoor Holiday Exhibition and Motor Caravan Show. 30 December 1977-8 January 1978. At Olympia. * Apply Trades Exhibitions Ltd, Exhibition House, Spring Street, London W2 3RA (01-262 2886).

Textiles and textile machinery

1977

BIRMINGHAM: DACTEX (Domestic and Contract Textiles Exhibition). 13-17 November 1977. At National Exhibition Centre. * Apply Exhibition Managements Ltd, Unit 2 Central Park Estate, Staines Road, Hounslow TW4 5DT, Middlesex (01-572 2121).

Watches and clocks

1977

LONDON: International Watch and Jewellery Trade Fair. 4-8 September 1977. At Wembley Conference Centre. *Apply Iliffe Promotions Ltd, Dorset House, Stamford Street, London SE1 (01-261 8000).

Water, effluent and air treatment plant including anti-pollution, cleaning and refuse disposal equipment

1977

BIRMINGHAM: International Reclamation and Disposal Exhibition. 12-16 September 1977. At National Exhibition Centre. Apply Maclaren Publishers Ltd, PO Box 109, Davis House, 69-77 High Street, Croydon, Surrey CR9 1QH (01-688 7788).

Other specialised fairs

1977

LONDON: Grosvenor House Antiques Fair. 8-18 June 1977. At Grosvenor House. * Apply David Cohen, Grosvenor House, Park Lane, London W1A 3AA (01-499 6363).

LONDON: Fine Arts and Antiques Fair. 9-16 June 1977. At Olympia. * Apply Earls Court and Olympia Exhibitions Ltd, Exhibition Building, Warwick Road, London SW5 9TA (01-385 1200).

LONDON: FILM '77 (International Technology Conference and Exhibition). 11-15 July 1977. At Grosvenor House Hotel. † Apply British Kinematograph, Sound and Television Society, 110-112 Victoria House, Vernon Place, London WC1E 4DJ (01-242 8400).

HARROGATE: Northern Antique Dealers Fair. 15-22 September 1977. At Royal Baths Assembly Rooms. * Apply Northern Antique Dealers Fair Ltd, 408 Leeds Road, Bradford BD3 9RE (Bradford (0274) 23223).

LONDON: SALON '77 (International Hairdressing and Beauty Trade Fair). 2-4 October 1977. At Wembley Conference Centre. * Apply Illiffe Promotions Ltd, Dorset House, Stamford Street, London SE1 9LU (01-261 8000).

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SINGAPORE

IMAC-ASIA '77 (International Exhibition of Materials Handling and Construction Machinery)
National Stadium, Singapore ... 5th-9th October 1977
with British Overseas Trade Board Joint Venture sponsored by Birmingham Engineering and Building Centre

BOAT-ASIA '78 (International Exhibition of Boats and Accessories, Marine Engines and Electronics)
National Stadium, Singapore ... 18th-22nd June 1978

PUBLIC WORKS-ASIA '78 (International Street and Highway Construction, Traffic Control, Water Works, Environmental Waste Control and Municipal Services Exhibition)
National Stadium, Singapore ... 7th-11th October 1978

ENEX-ASIA '78 (2nd International Exhibition of Electronics and Electrical Engineering)
Hotel Hyatt, Singapore ... 6th-10th November 1978

MOBILE-ASIA 79 (International Transportation and Physical Distribution Exhibition)
National Stadium, Singapore ... 16th-20th April 1979

IMAC-ASIA '79 (2nd International Exhibition of Materials Handling and Construction Machinery)
National Stadium, Singapore ... 24th-28th September 1979

SOUTH AFRICA

THE INTERNATIONAL MACHINE TOOL, PRODUCTION ENGINEERING AND FACTORY EQUIPMENT EXHIBITION
Milner Park, Johannesburg ... 17th-21st October 1977
with special low rate British Export Year Group sponsored by N. F. Keenan & Associates

5TH INTERNATIONAL MATERIALS HANDLING AND PHYSICAL DISTRIBUTION EXHIBITION
Milner Park, Johannesburg ... 16th-20th October 1978

PERU

10TH PACIFIC INTERNATIONAL TRADE FAIR
Lima, Peru ... 16th-27th November 1977
with special low rate package scheme sponsored by London Chamber of Commerce

CANADA

FOREST INDUSTRIES EQUIPMENT EXHIBITION
Ottawa ... 14th-16th September 1977

INTERNATIONAL ELECTRICAL, ELECTRONICS CONFERENCE AND EXPOSITION
Toronto ... 26th-28th September 1977

CANADIAN MINING AND AGGREGATE EQUIPMENT EXHIBITION
Toronto ... 12th-14th October 1977

INTERNATIONAL INTERIOR DESIGN SHOW
Toronto ... 8th-10th November 1977
with British Overseas Trade Board Joint Venture sponsored by BCEPC and BCFA

WESTERN CONSTRUCTION MATERIALS AND EQUIPMENT SHOW
Vancouver ... 15th-17th November 1977

NATIONAL PETROLEUM SHOW
Calgary ... 13th-15th June 1978

B.C. INTERNATIONAL FOREST INDUSTRIES EQUIPMENT EXHIBITION
Vancouver ... 27th-29th September 1978

CANADIAN CHEMICAL AND PROCESS EQUIPMENT EXHIBITION
Toronto ... 13th-15th October 1978

For further information contact European Representatives **Roy Wilson and Duda Carr at:**
N. F. KEENAN & ASSOCIATES, International Publishing and Exhibition Representatives,
Crown House, Morden, Surrey, SM4 5EB, England Telephone: 01-540 1101 Telex: 946726

UNITED KINGDOM

SHOPEX '77 (Self-Service Display Equipment and Shopfitting Exhibition)
National Exhibition Centre, Birmingham ... 12th-15th June 1977

DECOR INTERNATIONAL '77 (12th International Contract Furnishing and Interior Design Exhibition incorporating Kitchens & Bathrooms International)
Grand Hall, Olympia, London ... 26th-30th June 1977

and

KITCHENS & BATHROOMS AT DECOR INTERNATIONAL (Kitchens, Bathrooms and Accessories in conjunction with Decor International)
National Hall, Olympia, London ... 26th-30th June 1977

SPECIBUILD '78 (London's Building Products Exhibition for the Professional)
Olympia, London... ... 16th-19th May 1978

DECOR INTERNATIONAL '78
National Exhibition Centre, Birmingham ... 26th-30th June 1978

KITCHENS & BATHROOMS INTERNATIONAL '78
National Exhibition Centre, Birmingham ... 26th-30th June 1978

SHOPEX '78
National Exhibition Centre, Birmingham ... 26th-30th June 1978

For further information please contact:
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ENCIRCLE TI 22 ON PAGE 30 FOR FURTHER INFORMATION

Overseas trade export services

Ferrymasters extends services into Middle East

P & O's growing range of Middle East transport services now features a new integrated overland/ro-ro transport link operated by Ferrymasters Middle East, part of P & O Unit Loads.

Ferrymasters is now providing door-to-door trailer services to such Middle East destinations as Jordan, Lebanon, Syria, Saudi Arabia, Kuwait, Qatar, Iraq, Iran and the United Arab Emirates. Route-proving started early in 1976, operating direct overland, and has now been extended to include combined overland/ro-ro ferry services.

These new services operate across Europe to the Mediterranean ports of Marseille and Venice, and then by ro-ro ferry to Aqaba, Jordan, and will shortly be extended to Jeddah in Saudi Arabia.

Increased reliability

Several important advantages are offered by these routes, says P & O, these include providing shippers with increased reliability and frequency of service, plus highly-competitive transit times. More specifically, benefits include the ability to use many UK ports to reach the European mainland, plus the frequency of these services; near-weekly frequency of ro-ro ferry services in the Mediterranean; and avoidance of delays caused at border crossings or during the hazardous winter driving conditions encountered on the all-overland route.

For the increased capacity of this service, Ferrymasters Middle East will be concentrating on four main types of wheeled units, including flat-platform trailers, standard TIR 12m van trailers, TIR 12m canopy trailers, and TIR 12m super trailers for high-volume cargo. The operation of a complementary container-based service to Middle East destinations is also being explored.

Rates quoted by Ferrymasters Middle East include CMR cover throughout and full shippers' documentation can be undertaken if required. No transfers of load are made en route, ensuring that cargo arrives in one of the Ferrymasters Middle East trailers just as it left the customer's premises.

Further information: circle 308

News of services for exporters

If your company has recently introduced a new service for exporters – in, for example, the packing, forwarding, shipping, airfreighting, banking or translation fields – we would be glad to have details, plus a good black and white photograph where appropriate.

Items for inclusion in our fortnightly 'Export Services' feature should be addressed to the Overseas Editor, 'Trade and Industry', Room 439, 1 Victoria Street, London SW1.

Advertisers who wish to be associated with this feature should contact Mike White at T. G. Scott's on 01-242 6264.

P & O increases UK-Ireland capacity

P & O is planning to add a third freight-only ferry to boost capacity on Pandoro's fully integrated roll-on/roll-off services linking Fleetwood with Larne and Dublin.

The new vessel, which will be chartered, is an interim measure while Pandoro – part of P & O Unit Loads – awaits the introduction of a new class of ro-ro ferry during 1978. P & O's two existing freight ferries, *Bison* and *Buffalo*, which introduced these Pandoro services in 1975, are now heavily booked with both door-to-door traffic, using Pandoro's own fleet of over 2,000 freight-carrying units, and quay-to-quay traffic, using customers' own vehicles. Each vessel is capable of carrying up to 130 30 ft units at a time.

The chartered vessel is expected to provide capacity for heavy loads and hazardous cargo.

Further information: circle 309

Container service to Australia and N. Zealand

A new container liner service offering regular departures between Europe, Australia and New Zealand will be opening next month.

The new service will be inaugurated with 12 container ships, and will be operated by four continental shipping companies, Compagnie Générale Maritime, Hapag-Lloyd Aktiengesellschaft, Koninklijke Nedlloyd bv, Lloyd Triestino di Navigazione Spa, together with the British container consortium, Overseas Containers.

These five container lines have been operating a container service between Europe and Australia for the past seven years, and are now extending this service to New Zealand.

The new service will offer regular sailings from the European ports of Tilbury, Hamburg, Bremerhaven, Rotterdam, Flushing, Zeebrugge, Marseilles/Fos, Genoa, to the Australian ports of Fremantle, Sydney, Melbourne, and the New Zealand ports of Auckland, Wellington, Lyttleton and Port Chalmers.

Further information: circle 310

Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

Operations extended to Kenya

Arbuckle, Smith and Co has now extended its operations to include Kenya.

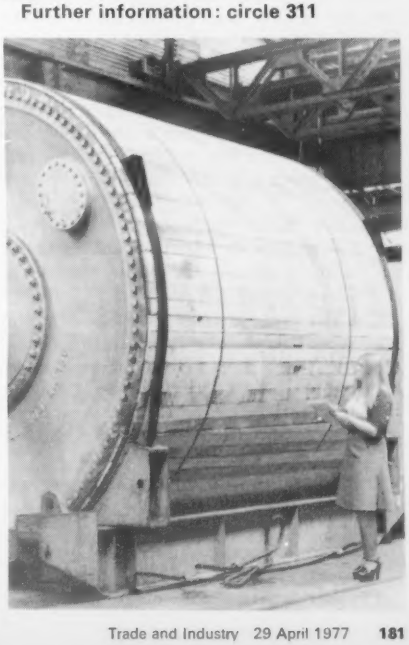
In conjunction with its associates – Kenatco Transport Co, of Mombasa – the company is able to transport all kinds of cargo to inland destinations throughout Kenya and neighbouring countries.

A wide variety of vehicles up to 27 ft trailers can be used with outriggers which will take loads of up to 50 tons. Also available are

Packed for India

A 40-tonne MG cylinder, part of a 1,000 tonne consignment of second-hand paper-making machinery which left Constantine-Lloyd Ltd, the Manchester-based export packers and shippers, bound for India – the second complete paper-making plant which they have transported to India on behalf of Paper Mill Plant Exchange Ltd.

Further information: circle 311



mobile cranes with lifting capacities up to 30 tons.

For rail/road movements the company feels that the railhead of the Mombasa/Gulu railway provides a convenient point for on-carriage by road to destinations in the Sudan such as Juba and Mongalla.

Further information: circle 312

MSAS expansion in Africa

As part of its 1977 expansion plans, McGregor Swire Air Services (MSAS) has signed an agreement with AMI Airfreight jointly to develop, schedule and charter air cargo services from the UK, Far East and United States to major cities in East and Central Africa.

AMI will act as exclusive sales agents for MSAS in Zambia, Malawi, Tanzania, Ruanda and Burundi. Initially MSAS and AMI are concentrating their efforts on the larger markets of Zambia and Malawi and have already introduced services to the key centres of Lusaka, Ndola and Blantyre.

Further information: circle 313

New international handling advice service

A new internationally available cargo-handling consultancy service established by 'W' Ribbons of Croydon will, the company says, help shipping managers and others who have to determine in advance the correct unitising methods for consignments of cargo.

Drawing on the experience of the 'W' Ribbons Group as Europe's largest producers and designers of cargo slings, intermediate bulk containers, and other cargo-handling systems, the company has set up a new cargo-handling consultancy division, staffed by master mariners and other specialists, to operate the service. Currently it is available to companies in Europe, North America, South America, the eastern Mediterranean, and the Middle East. In October, it will be extended to cover the Far East.

The modern practice of unitising high-volume loads, the company says, means that the profitability of a shipment can be crucially affected by the pre-slinging method used. As a result, shippers are increasingly seeking pre-slinging which is specifically tailored to each shipment.

Factors which affect the pre-slinging decision include the type and cost of slings; the nature of the cargo; handling facilities at the factory or bagging plant; the method of discharge; and internal distribution at the port of discharge. The 'W' Ribbons cargo-handling consultancy division offers to assess the complex inter-relationships and implications of all such factors and advises the shipper on the most cost-effective unitising method to adopt.

In addition to ship owners, shippers, and importers, users of the new service are expected to include producers of coffee, cocoa, malt, cement, fertilisers, and granular petrochemicals.

Further information: circle 314

Groupage facilities to Cyprus and Greece

Groupage facilities for Cyprus and Greece have been introduced by Manchester Liners in Scotland at their depot, Clyde Container Services, Braehead, Renfrew.

The containers are carried on the company's Mediterranean Division cellular containership services to Limassol and Piraeus.

Further information: circle 315

Omnibus set up

A consortium called Omnibus made up of three companies has been set up to help British business compete more effectively overseas. Each of the companies has a specialised area of expertise.

The three companies are: Parkland Overseas, which is a team of marketing and research consultants based in Europe and the United States; JDM International, an international media-buying group acting on behalf of UK companies throughout the world; and Persona Grata, a group of communication consultants, which handles problems of corporate positioning, selling strategy and creative execution both in the UK and abroad.

Further information: circle 316

New cargo centre to open

Pandair's new cargo terminal at Heston, close to Heathrow Airport, is nearing completion. The company says it will be one of the largest and most modern equipped and sophisticated air-freight handling facilities operated by any European air freight forwarder.

The Pandair Cargocentre has been designed to cater for handling a throughput in excess of 50 million kilograms of air-freight consignments a year.

Scheduled to open in September, little more than a year after contractors first moved on to the site, the complex will house all Pandair's separate facilities with their supporting staff currently located within a 10 mile radius of Heathrow Airport. EMG Air Services Ltd, Pandair's associate charter forwarder, at present based at Colnbrook, will also be located in the new Cargocentre.

Further information: circle 317

Schenkers opens Felixstowe office

Schenkers UK has opened a Felixstowe office in the main port area.

Schenkers/Felixstowe will be engaged in not only port clearances and general cargo-handling facilities within the Port of Felixstowe for both import and export cargo, but will also be able to offer Schenkers' international range of freight forwarding services and facilities to customers within the total East Anglian area.

Further information: circle 318

Major markets consultancy network

The first export services company which claims to field a man-on-the-spot team of independent business-active consultants in major world markets has been formed in the UK.

The company, Charles Mason (Marketing Consultants) Ltd, says that through the medium of its consultancy network, all export services from market evaluation to actual establishment, management and monitoring of a marketing operation can be carried out with a high degree of realism and effectiveness.

Countries currently included in the network are Australia, and New Zealand, the Middle East, United States, Canada, South Africa, South America, Scandinavia, Spain, Portugal, Switzerland, Singapore and Kenya.

The qualifications the company asks of its overseas consultants are that they should be either native to their countries or long-term residents and that they should have many years of profit, responsible business and marketing experience. Additionally, the consultants have to be fully conversant with local business practices and conditions and capable of lending their experience to a wide range of problems in differing product and service areas.

Further information: circle 319

More Pandair expansion in S. America

Pandair has taken measures to strengthen and improve the company's organisational structure and back-up services in support of its presence throughout South America.

In line with similar measures recently completed in neighbouring Panama and Venezuela, Pandair has now completed arrangements which will greatly enhance the development of its operations and extensions of services and facilities in Brazil.

Representation of Pandair's interests will be handled by Eudmarco SA which will act as exclusive agents throughout the country.

Eudmarco is, the company says, the largest integrated transport service and distribution organisation in Brazil and the only one to have its own international computer system providing a highly-sophisticated worldwide communications link-up.

Under the agreement with Pandair, Eudmarco SA will act as breakbulk, handling, customs clearance and sales agents for traffic moving between the UK and Brazil and for all traffic moving into Brazil on Pandair's international network through its worldwide branches. In addition, Eudmarco will also have access to the international consolidation network over London operated on an interline basis by Pandair.

Further information: circle 320

Overseas trade export successes

Queen's award winners

Some of the firms which have won the Queen's award for export achievement. For Queen's award for technological achievement see page 173.

Angus Irrigation: watering the world

Angus Irrigation, a division of Angus Fire Armour and part of the Dunlop Group, has invested heavily in new plant, enabling it to triple its share of the irrigation hose market over the past three years. Growth has been based on 90 per cent production for direct export, with the major proportion of the balance also exported by a manufacturer of irrigation equipment in the UK.

Dunlop is closely involved with irrigation and water management. Three divisions in the industrial group manufacture and sell products related to the industry, such as liners for reservoirs and flexible tanks for water storage. The new co-ordinating division, Dunlop Irrigation Services, has just signed the contract to start a feasibility study in Egypt to investigate the possibility of irrigated agriculture in the Wadi El Natrun area.

Banyard Metalheat: exports hot up

Banyard Metalheat, Bournemouth, won the award for trebling its exports over the last three years. In 1976 exports represented 86 per cent of the sales turnover and are expected to top the 90 per cent mark this year.

Banyard now sells to over 20 countries and recent orders have come from as far afield as Mexico, the Philippines, Italy, Dubai, South Korea, France, America and India.

Banyard Metalheat designs and manufactures large electric induction furnaces for the rapid heating of steel, copper, aluminium and other types of metal billets, ingots and bars for the extrusion, rolling and forging industries. Power requirements for the furnaces can range from 500KW to 14,000KW or more.

Boughtons: 71 per cent overseas

The Buckinghamshire-based, family-run by Boughton Engineering Group has increased its export earnings, mainly to the United States and the Middle East, from £1.4 million to £3.9 million over the last three years. This represents an increase from 50 per cent to 71 per cent of total production over the period.

The group's products include vehicle bodies and trailers, recovery cranes, winches, side boom cranes and earth moving buckets.

The group's latest development, a powerful range of highly-sophisticated fire engine chassis, has already brought orders worth £1 million from the United States and 12 from New York alone.

Foster Wheeler: doubled earnings

Foster Wheeler Ltd, the Reading-based international engineers and contractors to the process industries, has gained its second Queen's award for its contribution to exports. Over a period of three years it has more than doubled its earnings overseas.

Foster Wheeler designs, engineers, procures and constructs petroleum refining, fertiliser, petrochemical and chemical plants and heat transfer equipment, as well as furnishing services for oil field development and the management of associated projects.

Among its current overseas operations are contracts in Bangladesh, Canada, India, Iran, Norway, Saudi Arabia and the United States.

GEC: four export awards

GEC companies have won seven Queen's awards in 1977; of these four are for export achievement and have been won by Ruston Gas Turbines Ltd, Marconi Instruments Ltd, GEC Turbine Generators Ltd, and the Marconi International Marine Co Ltd.

A total of 48 awards has now been won by GEC companies since the scheme began in 1966.

Halcrow: world consultants

Sir William Halcrow and Partners, the London-based firm of consulting engineers and architects, has increased its gross overseas earnings six-fold between mid-1974 and mid-1976.

During the relevant award period, the single largest project handled was the £1,400 million harbour development at Al Jubail, on the coast of Saudi Arabia. The completed development will serve a new industrial complex planned for the vicinity of Jubail, and it includes some interesting features, such as a 9km long causeway carrying a system of pipetracks to an open sea tanker terminal capable of accommodating four 300,000 dwt tonne tankers.

In the United Arab Emirates, the firm is involved in the £162 million Dubai dry dock complex, and also, with its local offshoot, Halcrow Middle East Ltd, in the £120 million extension of Port Rashid, and with major maritime and airport projects in the neighbouring Emirates of Sharjah and Ras al Khaimah.

Hawker Siddeley: two firms win

Two Hawker Siddeley companies have been granted the Queen's award for export achievement, Brush Switchgear Ltd and Hawker Siddeley Power Engineering Ltd.

Brush Switchgear has tripled its exports to a total of over £16 million per year, a figure which represents over 67 per cent of the total output of the company. Exports now go to over 90 countries and the export policy which won the award last year has been consolidated and expanded with special concentration on maintaining delivery dates and after-sales services.

Hawker Siddeley Power Engineering now exports equipment worth £12 million, representing over 70 per cent of the total sales. This reflects the considerable overseas activity of Hawker Siddeley Power Engineering which has now established sales offices in Oman, Saudi Arabia, the United Arab Emirates and Nigeria.

Arthur Organ: weighing and packing

From a garden shed and £260 six years ago, Arthur F. Organ (Packaging Machinery) Ltd, has built up its business to the extent that 70-80 per cent of its total production goes to markets overseas.

In this period the company has established export markets for its automatic weighing, counting and packaging machines for nuts, bolts and similar goods, in Europe, the United States and South America, Australasia and Japan. In 1976 the company opened a plant in Atlanta, Georgia.

Josiah Parkes: locking up 80 countries

Josiah Parkes and Sons Ltd, of Willenhall, has more than doubled its export sales from £2,500,000 to £5,200,000 in a three-year period.

Josiah Parkes exports to over 80 coun-

tries and finished products exported to the Middle East, Far East, and West Africa account for 58 per cent of its total exports.

In addition, components to support local manufacture are exported to four associated companies in South Africa, Nigeria, Iran and Singapore.

Peat, Marwick, Mitchell: from 5 to 50 per cent

Peat, Marwick, Mitchell and Co, the firm of management consultants, has obtained overseas assignments which have been obtained in both the public and private sectors. The firm has been particularly successful in the organisational, economic planning and management information aspects of ports and shipping, electricity industries, posts and telecommunications, water and sewerage, together with hotel feasibility studies and computerisation projects.

Apart from an occasional assignment, very little overseas work was done until 1969. In 1969, of the firm's total business, 5 per cent was accounted for by overseas work. This had risen by 1976 to almost 50 per cent. An increase of two and a half times has taken place in the past three years alone.

Petbow: 300 per cent up

For the second year running, Sandwich, Kent-based, generating-set manufacturer Petbow Ltd, has been awarded the Queen's award for export achievement, bringing the company's total to four in the past seven years – 1970, 1971, 1976 and 1977.

Petbow has been responsible for exporting virtually half the total number of generating sets rated between 80 and 600kVA from the UK to world markets.

Exports currently represent more than 85 per cent of the company's production and have increased by more than 300 per cent over the last three years.

Plessey: navaids for the world

Plessey Navaids, one of the five businesses within Plessey Electronic Systems, is responsible for the design, supply, installation and maintenance of ground-based navigational aids. In addition to its proven aviation product range, it operates a comprehensive airfield package service ranging from the extension or modification of existing facilities to the building of new airports.

Since 1974 Plessey Navaid's exports have increased sixfold. Currently exports exceed 70 per cent of the company's turnover and will soon be approaching the 90 per cent level. The company has sold equipment to 12 countries where previously no British Navaids had been installed. China, for instance, ordered nine major installations.

Quest: design and Datapad

Quest Automation ships nearly 90 per cent of its products to west and east Europe and the United States.

There are two main product lines: a range of automatic draughting equipment for printed-circuit board design, and a hand-print, direct entry data capture device – the first in this field in the world.

Products are sold direct to east Europe, Germany and Denmark, by agents in Switzerland, Italy, Sweden, Benelux and Australia and a combination of both in the United States, where a major drive is currently underway to increase penetration of this vital market.

The photoplotter for producing printed-circuit board artwork masters works in conjunction with a computer and the data entry device, Datapad, allows information to be collected by a computer as a simple form is completed.

Racal: trebled exports

International marketing by Racal-Tacticom Ltd of its tactical radio communications equipment and systems has enabled it to treble its exports over a three-year period and win the Queen's award for export achievement for the eighth time in eight years for the Racal Electronics Group.

Reading-based Racal-Tacticom exported over £37 million in the 12 months to mid-1976. This represents 86 per cent of the total output from Tacticom subsidiary companies—Racal-BCC of Wembley, Racal-Carlton of Worksop, Racal-Mobilcal of Reading, Racal-Seaton and Racal-Wareham.

Racal-Tacticom won this Queen's award at its first attempt. It was formed in mid-1975 to give overall direction and to centralise the world-wide marketing operations of Racal-Mobilcal and Racal-BCC. These two companies were already highly successful and were previous award winners. Now Racal-Tacticom and its subsidiaries have scooped six of the Racal group's total of eight Queen's awards.

Rohm and Haas: worldwide chemicals

Over 50 per cent of the chemical manufacturer's Rohm and Haas two plants in north-east England now goes for export: Teesside concentrating on producing acrylic monomer, a vital base chemical used throughout the world; and Jarrow manufacturing derivatives such as acrylic plastics, leather finishing chemicals, ion exchange resins, oil additives and emulsion paint and industrial coatings ingredients.

The Teesside plant at Seal Sands, Cleveland is one of the largest acrylic monomer chemical plants in Europe, and was opened in 1973 at a cost of over £22 million.

Simplon: overseas lights

Over the last three years Simplon, manufacturers of mobile floodlights, has increased its total sales five-fold and achieved a ten-fold increase in its exports. Ninety per cent of the company's production now goes overseas.

Hundreds of Simplon's lights, from the largest towable unit with 60-ft telescopic mast and ability to illuminate a working area larger than five football pitches, down to small, portable emergency units, are in use in Nigeria, North Africa, Saudi Arabia, Iran and elsewhere in the Middle East.

Stelmo: 95 per cent overseas

During 1976 Stelmo Ltd of Ashford, makers of concrete production systems and formwork, doubled its export business of the previous year, and today 95 per cent of its output goes overseas. In six years, Stelmo exports have increased 32-fold.

Plant from the Ashford factory is currently in use making concrete parts for low-cost housing in Jamaica, luxury flats in America, a university in Tehran, bridges and water towers in Nigeria and roadworks in Oman. The company also makes tunnelling shields and boom cutters.

British Timken: bearing up

British Timken has been an exporter of tapered roller bearings for over 50 years and has doubled its exports over the last three years. Export business now accounts for more than 40 per cent of the production at the Duston and Daventry bearing plants. The principal export areas covered by British Timken include Europe, the Middle and Far East, Africa and the Indian subcontinent. Exports also go to Australasia and the Americas.

Twinings: two for tea

R. Twining and Co, part of the Associated Foods Group, has won its second Queen's award by increasing its exports of quality teas over the last eight years from £1.7 million in 1967-68 to £9.4 million in 1975-76. It expects tea exports to exceed £12 million in 1976-77.

The company currently exports 18 different blends of quality teas in tins and tea bags to over 90 countries around the world and in the last two years sales of Twinings teas to eastern Europe have doubled and the company expects them to exceed £500,000 in the coming year.

Overseas trade country data

Australia

Temporary protection: bathroom scales. The Department of Industry and Commerce in Australia has received a request for temporary protection against the import of bathroom scales (tariff item 84.20.100). Requests for temporary protection are initially received and considered by the department. At a subsequent stage a request may be referred to the Temporary Assistance Authority for inquiry and report.

Any temporary protection which may be accorded on the recommendation of the Temporary Assistance Authority is in the nature of a holding action pending government consideration of the general question of protection for the indigenous industry.

Interested parties who wish to make their views known to the department on this request for temporary protection should write to the Department of Industry and Commerce, Canberra, ACT 2600 as soon as possible to ensure that they have adequate time to arrive before 20 May 1977.

Alternatively, interested parties may send their views to the Australian-British Trade Association, 6th Floor, Dorland House, 18-20 Lower Regent Street, London SW1Y 4FW, tel. 01-930 2524 without delay. The association charges a fee for its services, the amount varying according to the work involved in putting views forward to the department.

Inquiries: CRE 01-215 5319. Ref: CRE 680/77

Bahamas

Tariff amendments. By Act No. 1 of 1977, the Bahamas authorities have amended certain tariff items as follows:

Tariff no.	Description	Rate of duty
01.05.8	Baby chicks (young of domestic fowl)	Free
02.02	Dead poultry (that is to say, fowls, ducks, geese, turkeys and guinea fowls) and edible offals thereof (except liver), fresh, chilled or frozen	
02.02.1	Chicken (fowl) and chicken parts	12½% *ad valorem* + $25.00 per 100 lb
02.02.9	Other	12½% *ad valorem* + $1.00 per 100 lb
49.03	Children's picture books and painting books	Free

Inquiries: OTAR 01-248 5757 ext. 7312/456/457.

Belize

Import licensing. By SI no. 21 of 1977, the Belize authorities have announced that the following goods require an import licence:

Mattresses; ice-cream cones; stationery; bread and bakery products; macaroni and macaroni products

Inquiries: OTAR 01-248 5757 ext. 7312/456/457.

Canada

Province of Quebec language policy. The government of the Province of Quebec has published a white paper on its policy of making Quebec unilingually French. Legislation will be introduced shortly and is expected to be law by the end of June. The proposals most likely to affect British exporters to Quebec are requirements that all services must be provided in French if clients so require, as must all documents used in business and trade such as order forms, bills, receipts, leases, contracts predetermined by one party, insurance contracts, etc. French must stand out or at least figure no less prominently than any other language on labels and in catalogues, folders, brochures and notices accompanying products.

Business firms operating in Quebec must have French titles within three years and all firms employing more than 50 employees will have to have a certificate of francisation by 1983 without which they will not be able to obtain government licences, including a licence to trade, or do any business with the government or its agencies and will be subject to fines. Such certificates will be issued by a new body to be set up, the Office de la Langue Française.

Details of legislation will be made available when published.

Inquiries: CRE 01-215 5397.

Hazardous Products Act. The Canadian Department of Consumer and Corporate Affairs announced recently a proposal to add infant feeding bottle props to part I of the Hazardous Products Act. This would prohibit their sale, importation and advertisement in Canada.

Inquiries: OTAR 01-215 5757 ext 455/564/457.

Chile

Foreign investment. A new law governing the conditions for foreign investment in Chile was published in the *Diario Oficial* on 18 March. Decree law 1748 of 11 March replaces the previous 1974 law (DL 600).

The new law is much simplified and is designed to ensure that foreign and national investors should be treated in the same way. It excludes any reference to the permissible rate of return of profits and any regulations on conversion to a national company. There is, however, provision for new investors to elect for a fixed rate of tax for the first 10 years of investment rather than be subject to the tax rates applied to national companies.

Copies are available in Spanish from CRE 01-215 5289.

Cyprus

Import regulations. The Turkish Cypriots have issued a list of prohibited imports and a list of goods for which import permits are required.

Inquiries: CRE 01-215 5338/9.

Ecuador

Import of heavy vehicles. Previous authority from the Direccion de Planificacion of Ministry of Public Works is now required for the importation of heavy vehicles falling within the following tariff numbers:

87.01.01.00, 87.02.04.01, 87.02.04.06, 87.02.05.99, 87.03.04.00, 87.04.89.01, 87.14.02.99

The ministry will require information as to the type of vehicle, its total length, distance between axles, number of axles, width of the vehicle, its height and weight (unloaded), the distribution of the weight by axles, its loading capacity, its maximum power and a technical catalogue on the vehicle.

Inquiries: OTAR 01-248 5757 ext. 474/476.

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Exports (CRE) Division, 1 Victoria Street, London SW1H 0ET (tel: direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension.

Indonesia

Partial import duty exemption: polyester plastic sheet and magnetic pigment. The Indonesian Minister of Finance has announced, with effect from January 1977, partial exemption of import duty and sales tax on the import of polyester plastic sheet – CCCN 39.02.82 – so that the import duty is now 20 per cent and sales tax 5 per cent, and magnetic pigment – CCCN 28.23.00 – so that the import duty is now 5 per cent and sales tax 5 per cent.

Inquiries: OTAR 01-248 5757 ext. 469/401/468.

Iran

Import and Export Regulations 1977/78. Further to the notice in *Trade and Industry* of 15 April 1977 the following additional information has been received:

Refractory bricks (CCCN 69.01) and sandpaper (CCCN 68.06) now require prior approval from the Ministry of Commerce.
Beer (CCCN 22.03) previously unauthorised, now importable with prior authorisation.

Inquiries: OTAR 01-248 5757 ext. 475.

Iraq

Warehousing. To eliminate congestion at the warehouses of Customs the Iraq authorities have amended articles 81 and 138 of Customs Code no. 56 of 1931.

These amendments have been made to clarify the position to importers of goods into Iraq and for transit purposes the period given to register, clear or store goods is now two months and not four months as previously. The period for goods imported by air is one month from the date of arrival.

Goods not cleared within the prescribed period are liable to be sold by auction.

Inquiries: OTAR 01-248 5757 ext. 475/7062.

Italy

Modification to VAT on alcoholic products. The *Gazzetta Ufficiale* 70, 14 March, published decree-law 58 of 4 March 1977, modifying the rate of IVA (Italian VAT) on certain alcoholic products. The decree-law states that for spirits obtained from grapes, grape marc or other fruit, the rate of VAT will be 18 per cent.

The 35 per cent VA rate will apply to gin and to spirits with a denomination of origin, protected by specific rules in the country of production.

The decree-law came into effect on 15 March. Clarification is being sought on certain matters arising from this decree-law, and further information should be available shortly. Copies of the decree-law, in Italian, are available.

Inquiries: OTAR 01-248 5757 ext. 466/467/288.

Lebanon

Pricing of pharmaceuticals. Information has been received that on the recommendation of the Pharmaceuticals Pricing Committee the Lebanese Minister of Health has issued revised foreign currency rates in application of article 10 of decree 361/1 of 31 July 1971. It is understood that this will lead to a reduction of about 35 per cent in prices of British pharmaceuticals.

The Minister of Health is reported as being prepared to consider requests for price increases on a basis of increasing costs in the country of origin, but specific documentary evidence must be supplied.

No further information is available at present.

Inquiries: OTAR 01-248 5757 ext. 475/7062.

CRE tel. Direct dialling **OTAR** telephone 01-248 5757
Extensions to **OTAR** numbers are given at the end of each notice

Libya

Country name. It was announced on 7 March 1977 that the official name of Libya will be the Popular Socialist Libyan Arab Jamahiriya, and the titles of 'Minister' and 'Ministry' have been replaced respectively by 'Secretary' and 'Secretariat'.

No further information available.

Inquiries: CRE 01-215 5358/5225.

Malaysia

Import duty change: electric accumulators. The Malaysian government has passed the Customs Duties (Amendment) (No. 28) Order 1976 which amends the first schedule to the Customs Duties Order 1968 so that it now reads as follows:

Heading no.	Description	Unit of quantity	Import duty: Federation common tariff	Import duty: West Malaysia, Sabah and Sarawak: Full (5)	Import duty: West Malaysia, Sabah and Sarawak: Preferential (6)
85.04	Electric accumulators:				
	6 and 12 volt accumulators:				
110	of a height excluding terminals and handles) not more than 5 in of a height (excluding terminals and handles(over 5 in but not more than 9 in:	No.		50%	50%
130	with plastic containers	No.		50% or 40 cts per lb whichever is the higher	50% or 40 cts per lb whichever is the higher
	with containers other than those of plastic	No.		30% or 35 cts per lb whichever is the higher	30% or 35 cts per lb whichever is the higher
920	containers of plastic	No.	40% or $5 whichever is the higher		
990	other	No.		40% or 40 cts per lb whichever is the higher	25% or 30 cts per lb whichever is the higher

Inquiries: OTAR 01-248 5757 ext. 469/401/468.

Import duty change in super-heated water boilers. The Malaysian government has passed the Customs Duties (Amendment) (No. 27) Order 1976 which amends the first schedule to the Customs Duties Order 1968 so that it now reads as follows:

Heading no.	Description	Unit of quantity	Import duty: Federation common tariff
84.01	Steam and other vapour generating boilers (excluding central heating hot water boilers capable also of producing low pressure steam); super-heated water boilers:		
200	Super-heated water boilers	No.	10%

This duty is also applicable to Penang.

Inquiries: OTAR 01-248 5757 ext. 469/401/468.

Import control: biscuits and matches. The Malaysian government has passed the Customs (Prohibition of Imports) (Amendment) (No. 3) Order 1976 which completely prohibits import of the following into Sabah – biscuits, sweetened and unsweetened falling under headings 19.08 110 and 19.08 120 and matches (excluding Bengal matches) falling under headings 36.06 130, 36.06 140 and 36.06 150.

Inquiries: OTAR 01-248 5757 ext. 469/401/468.

Import controls. The Malaysian government has passed:

1 The Customs (Prohibition of Imports) (Temporary Protective Measure) (Amendment) (No. 22) Order 1976 which prohibits the import of heading 84.01 200 – super-heated water boilers, into West Malaysia, Sabah and Sarawak without an import licence.
2 The Customs (Prohibition of Imports) (Temporary Protective Measure) (Amendment) (No. 24) Order 1976, heading 66.01 900 – umbrellas, other than those covered with silk, cotton, or fabric of man-made fibres, may now be imported into West Malaysia without an import licence.
3 The Customs (Prohibition of Imports) (Temporary Protective Measure) (Amendment) (No. 25) Order 1976, headings 25.01 100 – table salt and pure sodium chloride; 25.01 200 – rock salt and salt liquors; and 25.01 900 – other kinds of salt may now be imported into West Malaysia without an import licence.

Inquiries: OTAR 01-248 5757 ext. 469/401/468.

Import duty changes. The Malaysian government has passed:

1 The Customs Duties (Amendment) (No. 29) Order 1976 which amends the import duty on heading 59.08 000 – textile fabrics incorporating artificial plastic material, so that it is now 40 per cent or $1.50 whichever is the higher, per sq yd.
2 The Customs Duties (Amendment) (No. 30) Order 1976 which amends the import duty on heading 73.17 100 – tubes and pipes of cast iron, not exceeding 6 ft in length, so that it is now $400 per ton.
3 The Customs Duties (Amendment) (No. 31) Order 1976 which amends the import duty on heading 66.01 900 – umbrellas and sunshades, other than those covered with silk, cotton or fabric of man-made fibres, so that it is now 15 per cent per dozen.

Inquiries: OTAR 01-248 5757 ext. 469/401/468.

Netherlands

Emulsifiers decree. A decree dated 9 March ('Staatsblad' 191), published on 12 April 1977, amends the Emulsifiers Decree (Commodity Law), with effect from 14 April 1977.

Copies of this decree (in Dutch) are available. An English translation of the emulsifiers decree, excluding the annex, should be available shortly.

Inquiries: OTAR 01-248 5757 ext. 288/466/467.

Sugar and syrup decree. A decree dated 18 February 1977 ('Staatsblad' 141), published on 29 March 1977, establishes the Sugar and Syrup Decree (Commodity Law) 1977.

Copies of this decree (in Dutch) are available. An English translation should be available shortly.

Inquiries: OTAR 01-248 5757 ext. 288/466/467.

Pudding powder decree. A decree dated 18 February 1977 ('Staatsblad' 140), published on 29 March 1977, establishes the Pudding Powder Decree (Commodity Law).

Copies of this decree (in Dutch) are available. An English translation should be available shortly.

Inquiries: OTAR 01-248 5757 ext. 288/466/467.

Beer decree abrogated. A decree dated 24 February ('Staatsblad' 173), published on 7 April, abrogates the Beer Decree (Commodity Law), with effect from 9 April 1977.

Copies of this decree, in Dutch, are available.

Inquiries: OTAR 01-248 5757 ext. 288/466/467.

CRE	Commercial Relations and Exports Divisions Tel. Direct dialling (see end of each notice)
OTAR	Overseas Tariffs and Regulations Section Tel. 01-248 5757 (extension at end of each notice)

Oman

Letters of guarantee. Many letters of guarantee submitted by national and international companies in connection with contracts and agreements concluded between these companies and the government of Oman have been issued in the name of the ministry concerned with such contract or agreement.

In the interest of co-ordination and the general welfare, the Directorate General of Finance requests that all ministries and government departments concerned ensure that such letters of guarantee are made in the name of the Directorate General with effect from 8 January.

Inquiries: CRE 01-215 5221.

Portugal

Turnover tax. Portuguese *Diario da Republica* 49 supplement, 28 February, contained decree-law 75-G/77, amending the rates of turnover tax.

The basic rate of 10 per cent is unchanged, as are the 20 per cent and 30 per cent rates levied on some goods. However, the maximum rate of 40 per cent has been increased to 50 per cent. In addition, a levy of 20 per cent of the turnover tax is charged on all goods which are subject to the tax, which gives effective rates of 12 per cent, 24 per cent, 36 per cent and 60 per cent, respectively.

Inquiries: OTAR 01-248 5757 ext. 458/461.

Price control. The Portuguese authorities have recently increased the number of goods subject to various methods of price control. A wide range of goods, particularly foodstuffs, are affected.

Although specific details are not available, British exporters who wish to know if their goods are subject to some form of price control may address their inquiries, giving details of their goods, to OTAR 01-248 5757 ext. 458/461.

South Africa

Tariff application. Customs Tariff Application List 11/77, published in the South African *Government Gazette*, 22 April, contains applications to the Board of Trade and Industries for increases in duty on:

1 Jigsaw puzzles and parts thereof, classifiable under tariff subheading 97.04.90
2 Tapered roller bearings, single row, with cups with an outside diameter and width and cones with an inside diameter and width equal or equivalent to those cups and cones with the following international numbers: cups – HM 88610; M 86610; LM 501310; LM 29710, cones – HM 88649; M 86649; LM 501349; LM 29749; classifiable under tariff subheading 84.62.20, including those imported with unassembled chassis (whether or not imported with unassembled cabs) for light goods vehicles, with unassembled light goods vehicles and with unassembled passenger vehicles with a seating capacity of less than 16 seats (including motor cars).

Those British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to CRE 01-215 5274.

Spain

Import regulations for brandy. The Spanish *State Gazette*, 11 March, published a resolution of the Ministry of Industry modifying decree 2484/1974 and authorising the use of certain ingredients in the production of brandies.

Copies of the Spanish texts are available from OTAR 01-248 5757 ext. 462/471/472/473.

Import duty surcharge. The Spanish *State Gazette*, 12 April, published royal decree 612/1977 of the Ministry of Commerce extending the temporary import surcharge for six months from 8 April 1977. The surcharge increases the rate of import duty on all imported goods by 20 per cent (for calculation purposes a 25 per cent import duty now becomes 30 per cent). The following range of imported goods are, however, exempt from the surcharge:

1 Capital goods imported under the capital goods concessions scheme. These are mostly mechanised capital goods under chapter 84 of the tariff.
2 Goods imported under the special joint assembly scheme.
3 Foodstuffs imported under the terms of compensatory tariffs or regulatory tariffs, the rates for which are fixed on a weekly basis.

Gatt terms are specifically taken into account in article 4 of decree 2347/1976 which states that if one-fifth increase in the tariff rates would bring a given rate above the Gatt limit set in the Spanish tariff, then it will not be applied.

Inquiries: OTAR 01-248 5757 ext. 462/471/472/473.

Coal and mineral ore: home compensation tax. The Spanish *State Gazette*, 2 April, published royal decrees 517 and 519/1977 announcing a temporary concessional rate of 1.5 per cent. Home compensation tax levy for a three-month period from 26 February to 25 May 1977 on the following items:

CCCN	Description
26.01.A.2	Dry iron ore containing 62 per cent or more of iron
27.01.A	Coal suitable for coking, imported by iron and steel coking plants for their own use in steel manufacture
27.01.A	Coal imported for the production of electrical power within the 500,000 metric tonne duty-free quota

The above decrees will be in force from 2 April 1977.

Inquiries: OTAR 01-248 5757 ext. 462/471/472/473.

Gambling equipment. The Spanish *State Gazette*, 7 March, published royal decree-law 16 providing for the legislation of gambling in Spain. Decree 444 of 11 March, published on 24 March, lays down the conditions for applications to establish casinos and for their equipment. The import of equipment for casinos and for games of chance will only be permitted until 24 March 1978, and thereafter it will have to be Spanish-made. Special regulations for bingo will be published shortly. The Spanish government is considering whether to permit gaming or fruit machines. That decision will be published separately later.

General responsibility for the administration of gaming is vested in a new National Committee on Gaming. Interested British firms should contact that committee at the following address: El Sr Secretario, Comision Nacional del Juego, Ministerio de Gobernacion, Amador de los Rios 7, Madrid 4, and are requested to send a copy of the reply received to: Mr Skilbeck, Commercial Department, British Embassy, Fernando el Santo 16, Madrid 4.

Inquiries: OTAR 01-248 5757 ext. 462/471/472/473.

Coffee and cocoa: import regulations. The Spanish *State Gazette*, 29 March, published circular 776 and 779 issued by the Directorate-General of Customs (Ministry of Finance) detailing regulations on the import of coffee and cocoa, in connection with the international convention of cocoa of 1975 and of coffee of 1976.

Copies of the Spanish texts are available from OTAR 01-248 5757 ext. 462/471/472/473.

Foodstuffs and drinks: packaging regulations. The Spanish *State Gazette*, 31 March, published a resolution issued by the Directorate-General of Health (Ministry of Interior), approving the list of substances used for making plastic packings for foodstuffs and drinks.

Copies of the Spanish text are available from OTAR 01-248 5757 ext. 462/471/472/473.

Foot and mouth disease. The Spanish *State Gazette*, 1 April, published a resolution issued by the Directorate-General of Agricultural Production (Ministry of Agriculture), laying down measures to prevent foot and mouth disease.

Copies of the Spanish text are available from OTAR 01-248 5757 ext. 462/471/472/473.

United States

Escape clause investigation into cast-iron stoves. The International Trade Commission has started an investigation into cast-iron stoves, stove parts and fireplace grates, wholly or almost wholly of cast iron, imported into the United States. A public hearing will be held on 19 May 1977. Reports for appearances should be filed in writing with the Secretary of the Commission, 701E Street NW, Washington DC, 20436, not later than noon on Monday, 16 May 1977.

Inquiries: CRE 01-215 5629.

Imports of speciality steels under quota. Further to the notice which appeared in *Trade and Industry* on 8 April, the following table, derived from statistics made available by the US Customs Service, shows the products which are subject to quotas, the United States quotas on imports from the EEC for the 12 months, 14 June 1976 to 13 June 1977, and US imports of the products concerned from the EEC during this period, as at 15 April 1977.

Pounds weight

Product	US import quotas for 12 months 14 June 1976 to 13 June 1977	US imports during this period as at 15 April 1977
Sheet and strips of stainless steel (item 923.20)	34,082,000	29,813,999
Plates of stainless steel (item 923.21)	9,600,000	5,820,502
Bars of stainless steel (item 923.22)	4,200,000	2,123,334
Wire rods of stainless steel (item 923.23)	14,800,000	Quota filled
Bearing steel (item 923.25)	7,000,000	2,756,106
Alloy tool steel (item 923.26)	6,800,000	Quota filled

Inquiries: CRE 01-215 5629.

Toxic substances control act. On 9 March the Environmental Protection Agency published in the Federal Register proposed regulations which would:

1 prescribe the scope of the rules under the Toxic Substances Control Act and definitions applicable to such rules; and
2 prescribe what chemical substances must be reported for inclusion on an inventory of chemical substances required by section 8(b) of the act; procedures for reporting chemical substances for the inventory; exemptions from such reporting requirements and certain prohibitions; and procedures for handling claims of confidentiality.

Comments should be sent by 9 May 1977 to the Federal Register Section (WH-557), Office of Toxic Substances, Environmental Protection Agency, 401 M Street SW, Washington DC 20460.

Inquiries: CRE 01-215 5397.

Rhodesian chrome and minerals. The president has signed into law a bill which re-instates the embargo on imports into the United States of Rhodesian chrome and other minerals, as well as steel mill products containing Rhodesian chromes. Under the new law, the US Treasury Secretary must obtain special certificates of origin to the effect that ferrochromium and steel mill products imported into the United States do not contain chrome of Southern Rhodesian origin.

These certificates will be recognised only after special certification agreements have been entered into by the United States and the exporting country concerned to certify after prescribed laboratory tests the origin of all chrome and ferrochrome imported from South Africa and used in the steel exporting country whether or not to be exported to the United States.

Inquiries: CRE 01-215 5629.

Escape clause investigation: malleable cast-iron pipe and tube fittings. The International Trade Commission has started an investigation of imports of these items into the United States. Public hearings will be held in Washington on 21 June 1977.

Inquiries: CRE 01-215 5629.

Zaire

International trade fair. The fifth international trade fair of Kinshasa (Fikin 77) will be held from 9 June to 24 June 1977. Businessmen planning to visit Kinshasa during this period are strongly advised to ensure that hotel accommodation will be available. Most available accommodation is likely to be requisitioned by the Zaire government.

Inquiries: CRE 01-215 5334.

European community news

Direct elections: UK aims to avoid delays

The precise date for direct elections to the European parliament will be fixed by the common agreement of the member states and it is clearly intended that this should cover a single four-day period for all member states, not a series of different dates. David Owen, Secretary of State for Foreign and Commonwealth Affairs emphasised this point in a statement at the beginning of the Commons' debate on direct elections on 20 April.

He went on to warn that the constitutional requirements of at least one member state might prevent it holding the elections unless all the member states agreed to do so together. The government's political commitment was to use its best endeavours to avoid a situation in which delays in the UK put the target date out of reach for the whole community.

The principle of a directly-elected parliament was incorporated in the treaty of Rome 20 years ago as a necessary eventual part of the community, Dr Owen explained. The arrangement under which delegates were designated by national parliaments was adopted in the interim but the goal of direct elections was clear and explicit.

Dr Owen pointed out that the government was not announcing decisions at this stage, but would want to listen and note all the arguments made in the course of debate. In the light of these the government would immediately thereafter reconsider the issues raised in the white paper on direct elections. The cabinet's conclusions – on both the electoral system to be used for direct elections and on the related issues – would then be brought forward as proposals to the House.

Resuming the parliament's institutional role, Dr Owen said the treaties provided for an assembly which was to exercise its advisory and supervisory powers in collaboration with the other community institutions. While the founding fathers of the community saw the commission undoubtedly as the embryo of a future government of Europe and intended the parliament to have a power of democratic control, principally over the commission, no British government had ever been committed to a federal solution, and did not accept that the commission should ever have such extensive powers. The assembly had the power often known as 'the unusable sledgehammer' to dismiss the commission.

What had happened, as in other areas of community life, was that many of the community's institutions had evolved in ways unforseen by the founding fathers. In the event a very different balance had evolved between the community's three main institutions, the council, the commission and the assembly. According to the treaty of Rome, the assembly's opinion must be obtained on commission proposals over a wide range of subjects before the council could take a decision. And Dr Owen pointed out that this scrutiny was not a mere formality.

Perhaps the most important role that the European parliament now played was in the budgetary sphere where to some extent it shared responsibility with the council for the community budget. The community's budget procedures were extremely complex, but Dr Owen said he thought the gradual evolution of these procedures and the establishment in particular of the conciliation procedure, to try to concert views between the council and the parliament on new proposals with major financial implications, was leading towards a more effective role for the parliament in the field of community expenditure.

The development of the conciliation procedure was also an important example of the welcome and growing dialogue between the parliament and the council of ministers. The parliament had widened its horizons to take in the work of the council of ministers and the newly-developed political co-operation machinery. Since the arrival of the British members of the assembly this had taken on a new dimension, particularly in the question hour, which was in direct line of descent from the question time at Westminster.

While member states had been willing to permit a gradual extension of parliament's influence in some quite specific areas, its powers were, by the standards of democratically-elected parliaments, very limited indeed, Dr Owen emphasised. To those who saw grave threats to the power and position of the Commons, he said he could see no such threat, either now or in the future.

The development of the assembly would depend on the future shape and organisation of Europe. The founding fathers had believed that a federal structure would one day emerge from the community. But, Dr Owen said, it was scarcely conceivable that Europe, with its much greater national, regional, linguistic, cultural and historical diversity, could become a federal state akin to that of the United States in the foreseeable future.

Britain works for fair CAP price settlement

John Silkin assured the council of the National Farmers Union on 20 April that the British delegation to the council of ministers this week (25 April) would again be working for a settlement that was fair to consumers and producers alike.

The Minister of Agriculture, Fisheries and Food met the council to discuss the stage reached in the negotiation of CAP prices for 1977/78. He said it was regrettable that a settlement had proved impracticable at the March meeting. But had one been reached then, it would have represented remarkably rapid consideration of the commission's proposals, which this year had been made only in mid-February; and, although it was desirable for farmers to know the outcome as soon as possible, this would clearly not have provided sufficient justification for accepting unsatisfactory proposals.

The minister emphasised that the government remained committed to its aim of agricultural expansion in the UK, and its attitude on support prices took that aim fully into account. But it was equally essential to ensure that the housewife paid no more than was necessary for her food, and that community policies took due account of the need to reduce structural surpluses. What was needed was a balanced settlement, that gave the right weight to each of these considerations; and it was for this that the British delegation would be working.

Mr Silkin said he understood that the NFU had plans to launch a campaign to improve the farmer's image. It was quite wrong to think that the interests of producer and consumer were in conflict. It was not in the producer's interests that prices should be too high, for this would choke off consumption and lead to the instability of production cycles; and it was not in the consumer's interests that the farmer should get too little, for that was a recipe for future shortage. He would welcome anything that the NFU could do to present the interdependence and common interest of producer and consumer in a balanced and objective way.

Hydrogen production and use: EEC research

Applications are being invited for further shared-cost contracts on the production and use of hydrogen as part of the European commission's four-year research programme in the field of energy.

The hydrogen programme, the first stage of which was announced in August 1975, covers the following areas: production of hydrogen by thermochemistry; production of hydrogen by electrolysis; and the use of hydrogen.

The commission allocated £5.5 million (13.24 million units of account) for the hydrogen programme. Of this, about one-third remains to be allocated.

Projects on the production of hydrogen by thermochemistry can include research or

demonstration experiments on cyclic chemical and electro-chemical reactions which could lead to the efficient conversion of thermal energy to hydrogen energy. On electrolysis, projects can include improvements to the technology of conventional electrolysis and the study of the development potential and economics of high-temperature, high-pressure electrolysis.

Projects on the use of hydrogen may cover analysis of the potential uses of hydrogen and fuels synthesised from hydrogen, the development of codes of practice for safety in the handling of hydrogen, improvement of facilities for the storage of hydrogen on a small scale, studies of the problems of storing hydrogen on an industrial scale and studies of the feasibility of using existing mains for the distribution of hydrogen. In this area preference will be given to proposals on safety matters and on the storage and shipment of hydrogen.

Proposals for the second stage of the programme, for research to be completed by mid-1979, should be submitted before 1 June this year.

Further details of the commission's invitation and submission procedures are available from: Mr G. S. Dearnley, Department of Energy, Thames House South, London SW1, tel. 01-211 4658, and Dr G. Preston, Department of Energy, Thames House South, London SW1, tel. 01-211 5461, or Dr J. K. Dawson, Energy Technology Support Unit, Building 10.28, AERE, Harwell, Didcot, Oxon OX11 0RA, tel. Abingdon 24141 ext. 2968.

Full details of the commission's invitation are given in *Official Journal of the European Communities* C86/2, 6 April 1977.

Stabex list extended

The EEC was able to meet to a large extent the requests of the ACP countries on stabilisation of export earnings, at the second meeting of the EEC-ACP council in Fiji on 13 and 14 April. This enabled the council to decide to add the following new products to the 13 groups of products already covered by the Stabex system: vanilla, cloves, pyrethrum, wool, mohair, gum arabic and ylang-ylang.

The council was also able to extend to Western Samoa, Tonga, the Seychelles, the Comoro State and Lesotho the derogation provided for in article 17(4) of the Lomé convention, which enables exports irrespective of destination to be considered eligible for the Stabex system. This decision was taken in view of the special geographical and economic situations of these countries and the particular structure of their trade. The council agreed that a similar decision will be taken for Cape Verde when that country's accession to the convention becomes fully effective.

On sugar, the ACP states raised the question of the decision taken by the commission effectively reducing the agreed export quantities of sugar for some ACP states who failed to provide their quotas in the 1975/76 delivery period. After the ACP had emphasised the gravity of the effect of these decisions on the countries in question, and the commission had explained the basic reasons why these decisions had been taken, the European community announced that it would reinstate for those countries their original export entitlement.

The community pointed out that this was an autonomous political gesture which would not be retroactive and which would not call into question the validity of the commission's original decision. The community also took into consideration the fact that since this was the first year of application of the sugar protocol the ACP states might have had difficulty in applying these provisions.

On the negotiation of the guaranteed prices of ACP sugar for the period 1977/78, the council noted that these prices should be agreed before May next but that the community had not been able to open the negotiations because it had not yet established its own internal prices. It was, however, announced that the negotiations would open in Brussels on 28 April.

The council decided to add the Comoro State and the Republic of Seychelles to the list of least developed countries contained in article 48 of the convention. It also adopted a declaration of intent to the effect that, when they definitively accede to the Lomé convention, Sao Tomé and Principe and Cape Verde will also be included on that list.

The council took note of the report by the ACP-EEC customs co-operation committee underlining the generally satisfactory state of the application of the provisions of protocol no 1 on definition of origin and administrative co-operation. It adopted decisions providing for derogations from the rules of origin for artificial fishing flies for one year in favour of Malawi and Kenya.

Trade provisions to be implemented for new Lomé signatories

Following the accession agreements between the community and Cape Verde, Papua New Guinea and Sao Tomé and Principe to the Lomé convention, the trade provisions will be implemented by the Import Duties (General) (no 3) Order 1977 (SI 1977 no 713)* which will come into operation on 1 May.

Implementation remains subject to the completion of the procedures for ratifying the agreements which were signed on 28 March.

* Copies of this order are available from HMSO.

EEC-Iran talks continue

Negotiations for a commercial and economic co-operation agreement between the community and Iran were resumed in Brussels on 19 April. The negotiations were opened on 20 December last year.

More community news

Information on European community matters and about member states can often be found in other sections of *Trade and Industry*. For this week's additional news, turn to the following pages:

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Commission proposes extension of Japan bearings duty

Proposals for the extension of provisional anti-dumping duty on bearings from Japan have been sent to the council by the commission. Ministers are expected to make a decision on 3 May.

The commission imposed a provisional anti-dumping duty on imports into the community of ball bearings, tapered roller bearings and their parts originating in Japan on 4 February this year. Under the community's anti-dumping regulation, (EEC) 459/68, the maximum period of validity of this measure is three months and the commission is required to submit a proposal to the council, either for definitive measures or for an extension of the duty, not later than one month before the expiry of the duty.

Since the imposition of this duty the commission has continued to examine the matter in collaboration with member states, but the investigation has proved extremely complex and it has not proved possible for any proposal to be made to the council on the full facts of the case.

In view of this, Japan's major exporters and importers have requested that the provisional duty be extended for a further period not exceeding three months so that the investigation can be completed.

Eliminating technical barriers to trade within the EEC

Below we print the usual quarterly revision of our checklist showing the directives proposed, approved, or adopted under article 100 of the Treaty of Rome: the last list was published in *Trade and Industry* of 11 February 1977. A background article on elimination of technical barriers to trade appeared in the August 1974 issue of the *European Community Commentary*.

A word on terminology. A preliminary draft is really nothing more than a working document for commission working groups, and may appear in any number of revisions. A commission proposal is the final version of the draft as submitted by the commission to the council of ministers. It too may undergo revision as a result of representations by member states at council meetings, and may even be remitted to the commission for further elaboration.

A directive does not have direct internal effect, but creates obligations on the governments of the member states to ensure that its requirements are strictly and fully implemented, where necessary by national legislation. Once adopted, council directives may be adapted to technical progress by directives issued either by the commission, or, if necessary, by the council on a commission proposal.

The texts of adopted directives are published in the 'L' (Legislation) series of the *Official Journal of the European Communities*, and the text of commission proposals in the 'C' (information and notices) series. Preliminary drafts and council revisions of commission proposals are not published. In the list below, the dates of issue of the *Official Journal* containing texts of adopted and proposed directives are given where they are known. The journal has appeared in English only since 1 January 1973, but the English texts of adopted directives published before then (together with all other pre-accession community legislation) were issued in a series of special editions of the *Official Journal* in December 1972. Asterisks indicate where changes in the status of documents have occurred during the past quarter. The *Official Journal* is obtainable from HMSO.

Subject	Reference of directive or latest draft received	Status (where applicable)
Motor vehicles		
*Type approval	70/156/EEC of 6.2.70 COM(76) 721 FINAL	Directive (*OJ* 23.2.70) Commission amending proposal (*OJ* 2.2.77)
Rear registration plates	70/222/EEC of 20.3.70	Directive (*OJ* 6.4.70)
Sound level and exhaust system	70/157/EEC of 6.2.70 Adapted to technical progress by 73/350/EEC of 7.11.73 COM(74)1175 FINAL	Directive (*OJ* 23.2.70) Commission directive (*OJ* 22.11.73) Commission amending proposal directive adopted but not yet published
Fuel tanks and rear protective devices	70/221/EEC of 20.3.70 XI/249/75 XI/260/75 Rev 2	Directive (*OJ* 6.4.70) Preliminary draft for adaptation to technical progress Preliminary draft for further adaptation to technical progress
Audible warning devices	70/388/EEC of 27.7.70	Directive (*OJ* 10.8.70)
Air pollution by gases from positive ignition (spark ignition) engines	70/220/EEC of 20.3.70 Adapted to technical progress by 74/290/EEC of 28.5.74 77/102/EEC of 30.11 76	Directive (*OJ* 6.4.70) Directive (*OJ* 15.6.74) Commission directive adapting 70/220/EEC (*OJ* 3.2.77)
Steering equipment	70/311/EEC of 8.6.70	Directive (*OJ* 18.6.70)
Doors	70/387/EEC of 27.7.70	Directive (*OJ* 10.8.70)
Direction indicator lamps	76/759/EEC of 27.7.76	Directive (*OJ* 27.9.76)
Suppression of radio interference produced by spark ignition engines	72/245/EEC of 20.6.72	Directive (*OJ* 6.7.72)
Installation of lighting and light signalling devices	76/756/EEC of 27.7.76	Directive (*OJ* 27.9.76)
Windscreen-wiper and windscreen-washer systems	COM(76)571 FINAL	Commission proposal
Field of vision	COM(75)619 FINAL	Commission proposal (*OJ* C54 of 8.3.76)
Rear-view mirrors	71/127/EEC of 1.3.71	Directive (*OJ* 22.3.71)
Electrical connections between vehicles and their trailers	COM(68)633 FINAL	Commission proposal withdrawn. Further work in hand
Reverse and speedometer equipment	75/443/EEC of 26.6.75	Directive (*OJ* 26.7.75)
Electrical circuits	Work not started	
Maximum speed (method of determination)	Work not started	
Braking devices	71/320/EEC of 26.7.71 Adapted to technical progress by 74/132/EEC of 11.2.74 Adapted further to technical progress by 75/524/EEC of 25.7.75	Directive (*OJ* 6.9.71) Commission directive (*OJ* 19.3.74) Commission directive (*OJ* 8.9.75) and corrigendum (*OJ* 23.9.75)
Safety glass	COM(72)981 FINAL	Commission proposal (*OJ* 16.11.72)
Interior fittings (interior part of the passenger compartment other than interior rear view mirrors, layout of controls, roof or sliding roof, backrest and rear part of seats)	74/60/EEC of 17.12.73	Directive (*OJ* 11.2.74)
Arrangement of foot controls	XI/341/76	Preliminary draft
Identification of controls tell-tales and indicators	COM(76)571 FINAL	Commission proposal
*Tyres	COM(76)712 FINAL	Commission proposal (*OJ* 14.2.77)
Mechanical coupling equipment between vehicles and trailers	XI/14/77	Preliminary draft
Anchorages for safety belts	76/115/EEC of 18.12.75	Directive (*OJ* 30.1.76)
Emission of pollutants by motor vehicles with diesel fuelled (compression ignition) engine	72/306/EEC of 2.8.72	Directive (*OJ* 20.8.72)
External projections	74/483/EEC of 17.9.74	Directive (*OJ* 2.10.74)
Head-restraints of seats	COM(74)2180 FINAL	Commission proposal (*OJ* 14.4.75)
Devices to prevent the unauthorised use	74/61/EEC of 17.12.73	Directive (*OJ* 11.2.74)
Strength of seats and their anchorages	74/408/EEC of 22.7.74	Directive (*OJ* 12.8.74)
Behaviour of the steering mechanism in the event of impact	74/297/EEC of 4.6.74	Directive (*OJ* 20.6.74)
Safety belts and restraint systems	COM(74)2180 FINAL	Commission proposal (*OJ* 14.4.75) (directive approved but not yet formally adopted)
Statutory plates and inscriptions their location and method of attachment	76/114/EEC of 18.12.75	Directive (*OJ* 30.1.76)
Windscreen defrosting and demisting systems	COM(76)571 FINAL	Commission proposal
Interior fittings – seats (other than strength of seats and anchorages)	Work not started	
Special provisions for public transport vehicles	XI/347/76	Preliminary draft
Special provisions for taxis	Work not started	
Special provisions for goods vehicles	XI/1042/76	Preliminary draft
Towing hooks	COM(74)2172 FINAL	Commission proposal (*OJ* 1.2.75)
Legs of trailers and semi-trailers	XI/508/73 Rev 1	Preliminary draft
Reflex reflectors	76/757/EEC of 27.6.76	Directive (*OJ* 27.9.76)
Front fog lamps and filament lamps	76/762/EEC of 27.7.76	Directive (*OJ* 27.9.76)
Rear registration plate lamps	76/760/EEC of 27.7.76	Directive (*OJ* 27.9.76)
End-outline marker lamps, front position (side) lamps, rear position (side) lamps, and stop lamps	76/758/EEC of 27.7.76	Directive (*OJ* 27.9.76)
Headlamps	76/761/EEC of 27.7.76	Directive (*OJ* 27.9.76)
*Rear fog lamps	COM(76)697 FINAL	Commission proposal (*OJ* 14.2.77)
*Parking lamps	COM(76)697 FINAL	Commission proposal (*OJ* 14.2.77)
*Reversing lamps	COM(76)697 FINAL	Commission proposal (*OJ* 14.2.77)
Hazard warning devices	Work not started	
Springs	Work not started	
Verification of fuel consumption	XI/702/76	Preliminary draft
*Heating systems	COM(76)702 FINAL	Commission proposal (*OJ* 14.2.77)
*Wheel guards	COM(76)702 FINAL	Commission proposal (*OJ* 14.2.77)
*Weights and dimensions	COM(76)701 FINAL	Commission proposal
Tractors and agricultural machinery		
Type approval	74/150/EEC of 4.3.74	Directive (*OJ* 28.3.74)
Maximum design speed and load platforms	74/152/EEC of 4.3.74	Directive (*OJ* 28.3.74)
Certain parts and characteristics	74/151/EEC of 4.3.74	Directive (*OJ* 28.3.74)
Projecting parts	XI/48/74	Preliminary draft following reconsideration of COM(68)565 FINAL
Towable load	COM(68)565 FINAL	Commission proposal referred back for further consideration

Subject	Reference of directive or latest draft received	Status (where applicable)
Rear-view mirrors	74/346/EEC of 25.6.74	Directive (*OJ* 15.7.74)
Lighting and light signalling devices	COM(74)895 FINAL	Commission proposal (*OJ* 13.9.74)
Steering equipment	75/321/EEC of 20.5.75	Directive (*OJ* 9.6.75)
Power connection for lighting and light signalling devices	75/323/EEC of 20.5.75	Directive (*OJ* 9.6.75)
Suppression of radio interference produced by spark-ignition engines	75/322/EEC of 20.5.75	Directive (*OJ* 9.6.75)
Driver's seat	XI/604/76	Preliminary draft
Passenger seats	76/763/EEC of 27.7.76	Directive (*OJ* 27.9.76)
Coupling between tractor and trailer	COM(68)565 FINAL	Commission proposal referred back for further consideration
Braking devices	76/432/EEC of 6.4.76	Directive (*OJ* 8.5.76)
Safety glass	XI/299/74	Preliminary draft
Emission of pollutants from diesel engines	COM(75)621 FINAL	Commission proposal (*OJ* 15.1.76)
Tyres	Work not yet started	
Power take-of	Work started but no papers yet available	
Field of vision and windscreen wipers	74/347/EEC of 25.6.74	Directive (*OJ* 15.7.74)
Location and attachment of statutory plates and inscriptions	Work started but no papers yet available	
Length, width and unladen height	Work started but no papers yet available	
Maximum authorised weight on each axle and distribution of weight between axles	Work started but no papers yet available	
Maximum vertical load applied to mechanical coupling devices	XI/509/73	Preliminary draft
Speed governor	Work started but no papers yet available	
Reverse gear	Work started but no papers yet available	
Roll-over protection structures	COM(74)2197 FINAL	Commission proposal (*OJ* 16.6.75)
	COM(76)229 FINAL	Commission amending proposal
Other means of protection against the weather	Work started but no papers yet available	
Location identification and operation of controls	XI/44/74	Preliminary draft
Coupling hooks (front coupling devices)	Work started but no papers yet available	
Driver-perceived noise level		Directive adopted but not yet published
Metrological		
General directive	71/316/EEC of 26.7.71 72/427/EEC of 19.12.72	Directive (*OJ* 6.9.71) Amending directive (*OJ* 28.12.72)
Clinical mercury-in-glass maximum reading thermometers	76/764/EEC of 27.7.76	Directive (*OJ* 27.9.76)
Medium accuracy bar and cylindrical weights	71/317/EEC of 26.7.71	Directive (*OJ* 6.9.71)
Measuring of the standard mass per storage volume of grain	71/347/EEC of 12.10.71	Directive (*OJ* 25.10.71)
Calibration of the tanks of vessels	71/349/EEC of 12.10.71	Directive (*OJ* 25.10.71)
Material measures of length	73/362/EEC of 19.11.73	Directive (*OJ* 5.12.73)
Non-automatic weighing machines	73/360/EEC of 19.11.73 76/696/EEC of 27.7.76	Directive (*OJ* 5.12.73) Commission directive: technical progress adaptation (*OJ* 27.8.76)
Electrical energy meters	76/891/EEC of 4.11.76	Directive (*OJ* 4.12.76)
Meters for liquids other than water	71/319/EEC of 26.7.71	Directive (*OJ* 26.7.71)
Measuring systems for liquids other than water	COM(75)577 FINAL	Commission proposal (*OJ* 18.12.75)
Ancillary equipment for meters for liquids other than water	71/348/EEC of 12.10.71	Directive (*OJ* 25.10.71)
Gas volume meters	71/318/EEC of 26.7.71 Adapted to technical progress by 74/331/EEC of 12.6.74	Directive (*OJ* 6.9.71) Commission directive (*OJ* 12.7.74)
Making-up by volume of certain prepackaged liquids	75/106/EEC of 19.12.74 XI/948/76	Directive (*OJ* 15.2.75) Draft amending directive
Bottles used as measuring containers	75/107/EEC of 19.12.74	Directive (*OJ* 15.2.75)
Cold water meters	75/33/EEC of 17.12.74	Directive (*OJ* 20.1.75)
Hot water meters	XI/996/76	Preliminary draft
Heat meters	Work started but no papers yet available	
Road and rail transport tanks for use as measuring containers	COM(74)877 FINAL	Commission proposal (*OJ* 13.9.74)
Taximeters	77/95/EEC of 21.12.76	Directive (*OJ* 31.1.77)
Alcoholmeters and alcohol hydrometers	76/765/EEC of 27.7.76	Directive (*OJ* 27.9.76)
Alcohol tables	76/766/EEC of 27.7.76	Directive (*OJ* 27.9.76)
Saccharimeters	Work started but no papers yet available	
Continuous totalising weighing machines	75/410/EEC of 24.6.75	Directive (*OJ* 14.7.75)
Instruments for determining the fat content of dairy produce	Work started but no papers yet available	
Metallic manometers	III/1919/72	Preliminary draft in abeyance. Further work in hand
Apparatus for measuring arterial pressure	Work started but no papers yet available	
Weights of from 1mg to 50kg of above medium accuracy	74/148/EEC of 4.3.74	Directive (*OJ* 28.3.74)
Instruments for measuring moisture content of grain	XI/86/74	Preliminary draft
Electronic devices incorporated or associated with measuring instruments	XI/667/76 Rev 1	Preliminary draft
Units of measurement	71/354/EEC of 18.10.71 76/770/EEC of 27.7.76 Corrigendum to 76/770/EEC	Directive (*OJ* 29.10.71) Amending directive (*OJ* 27.9.76) (*OJ* 14.12.76)
Check-weighing and grading machines	COM(75)573 FINAL	Commission proposal (*OJ* 8.3.76)
Making up by weight or by volume of certain prepackaged products	76/211/EEC of 20.1.76	Directive (*OJ* 21.2.76 L46)
Differential pressure gasmeters	Work not yet started	
Ranges of nominal quantities permitted for certain prepackaged products	COM(76)384 FINAL	Commission proposal (*OJ* 18.8.76)
Scales of charges for the testing of gas meters	COM(74)776 FINAL	Commission proposal (*OJ* 1.7.74)
Instruments for measuring pollution of air	Work not yet started	
Electrical		
Electrical equipment designed for use within certain voltage limits	73/23/EEC of 19.2.73	Directive (*OJ* 26.3.73)
Electro-medical equipment Medical X-ray equipment	COM(74)2178 FINAL	Commission proposal (*OJ* 12.2.75)
Electrical equipment for use in potentially explosive atmospheres (framework directive)	76/1117/EEC of 18.12.75	Directive (*OJ* 30.1.76)
Electrical equipment for use in explosive atmospheres (special directive)	XI/508/75	Preliminary draft
Certain types of protection for electrical equipment for use in potentially explosive atmospheres	XI/119/76 Rev 1 XI/79/77 XI/80/77	Preliminary draft Amendment Amendment
Radio interference caused by electrical household appliances, portable tools and similar equipment	76/889/EEC of 4.11.76	Directive (*OJ* 4.12.76)
Suppression of radio interference from fluorescent lighting luminaires	76/890/EEC of 4.11.76	Directive (*OJ* 4.12.76)
Suppression of radio interference from radio and television sets	COM(73)569 FINAL	Commission proposal
Suppression of radio interference from industrial, scientific and medical equipment	COM(74)1181 FINAL	Commission proposal (*OJ* 6.3.75)
Plugs and sockets	XI/685/76	Preliminary draft withdrawn, revision in preparation
Textiles		
Textile names	71/307/EEC of 26.7.71 75/36/EEC of 17.12.74 XI/283/75 Rev 2	Directive (*OJ* 16.8.71) Directive supplementing 71/307/EEC (*OJ* 20.1.75) Draft proposal modifying 71/307/EEC
Quantitative analysis of binary textile fibre mixtures	72/276/EEC of 17.7.72	Directive (*OJ* 31.7.72)
Quantitative analysis of ternary fibre mixtures	73/44/EEC of 26.2.73	Directive (*OJ* 30.3.73)
Quantitative analysis mixtures of fibres of the same chemical nature	Work started but no papers yet available	
Elimination of foreign matter	Work started but no papers yet available	
Pressure vessels		
General directive	76/767/EEC of 27.7.76	Directive (*OJ* 27.9.76)
Seamless steel gas cylinders	COM(72)1689	Commission proposal
Aerosol dispensers	75/324/EEC of 20.5.75	Directive (*OJ* 9.6.75)
Seamless aluminium alloy gas cylinders	COM(74)966 FINAL	Commission proposal (*OJ* 13.9.74)
Welded unalloyed steel gas cylinders	COM(74)965 FINAL	Commission proposal (*OJ* 13.9.74)
Unfired pressure vessels of welded steel	XI/584/75	Preliminary draft
Shell boilers for producing steam or hot water	Work started but no papers yet available	

Subject	Reference of directive or latest draft received	Status (where applicable)
Dangerous substances and preparations		
*Classification packaging and labelling of dangerous substances	67/548/EEC of 27.6.67	Directive (*OJ* 16.8.67)
	73/146/EEC of 21.5.73	Amending directive (*OJ* 25.6.73)
	75/409/EEC of 24.6.75	Amending directive (*OJ* 14.7.75)
	76/907/EEC of 14.7.76	Commission directive adapting to technical progress 67/548/EEC (*OJ* 30.12.76)
Classification packaging and labelling of pesticides	COM(74)2193 FINAL	Commission proposal (*OJ* 20.2.75)
Approval and putting into circulation of agricultural pesticides	15.175/VI/69	Preliminary draft
Explosives	13269/III/70	Preliminary draft
Classification, packaging and labelling of dangerous preparations (solvents)	73/173/EEC of 4.6.73	Directive (*OJ* 11.7.73)
Classification, packaging and labelling of paints, varnishes, glues and related products	COM(75)311 FINAL	Commission proposal (*OJ* 23.7.75)
*Classification, packaging and labelling of dangerous products of general use in the home (household preparations)	XI/780/76	Preliminary draft
	XI/1/76 Rev 1	Preliminary draft
Corrosives	Work started but no papers yet available	
Detergents	73/404/EEC of 22.11.73	Directive (*OJ* 17.12.73)
Methods of testing the biodegradability of anionic surfactants	73/405/EEC of 22.11.73	Directive (*OJ* 17.12.73)
Methods of testing the biodegradability of non-ionic surfactants biodegradability of non-ionic surfactants	XI/315/76	Preliminary draft
Detergents – toxicity	Work in abeyance	
Restrictions on the marketing and use of certain dangerous substances and preparations	76/769/EEC of 27.7.76	Directive (*OJ* 27.9.76)
Lifts and lifting apparatus		
Certification and marking of wire ropes, chains and hooks	73/361/EEC of 19.11.73	Directive (*OJ* 5.12.73)
	76/434/EEC of 13.4.76	Commission directive (*OJ* 8.5.76) Adapting 73/361/EEC to technical progress
Common provisions for lifting and mechanical handling appliances (general directive)	COM(75)336 FINAL	Commission proposal (*OJ* 29.9.75)
Tower cranes for building work	XI/276/76 Rev 1	Preliminary draft
	XI/882/76	Preliminary draft
Builder's hoists	Work started but no papers yet available	
Conveyor-belts	Work started but no papers yet available	
Electrically operated lifts	COM(75)336 FINAL	Commission proposal (*OJ* 29.9.75)
Powered industrial trucks	XI/768/76	Preliminary draft
Machine tools and machines		
Common provisions for the working of metals, wood, paper and other materials	XI/216/74 Rev 1	Preliminary draft
Grinding wheels and grinding machines	XI/217/74	Preliminary draft
Portable grinding machines	XI/270/75	Preliminary draft (but now agreed to divide into three separate directives – 9/3, 9 4, 9/5)
Fixed grinding machine	Work started but no papers yet available	
Grinding wheels	Work started but no papers yet available	
Woodworking machines	Work started but no papers yet available	
Crystal glass		
Crystal glass	69/493/EEC of 15.12.69	Directive (*OJ* 29.12.69)
Oil pipelines		
Oil pipelines (construction)	COM(68)640 FINAL	Proposal withdrawn (*OJ* 3.2.77 C26)
Precious metals		
Articles made from precious metals	COM(75)607 FINAL	Commission proposal (*OJ* 16.1.76)
Gas appliances		
Safety and control devices for appliances using gaseous fuels	COM(74)2179 FINAL	Commission proposal (*OJ* 16.6.75)
Instantaneous production of hot water for sanitary purposes	COM(74)2179 FINAL	Commission proposal (*OJ* 16.6.75)
Cookers	Work started but no papers yet available	
Central heating boilers	Work started but no papers yet available	
Gas governors	Work started but no papers yet available	
Independent space heaters	Work started but no papers yet available	
Fertilisers		
General directive	76/116/EEC of 18.12.75	Directive (*OJ* 30.1.76)
Sampling and methods of analysis	10 388/III/67 Rev 1	Preliminary draft
Marketing of high nitrogen content ammonium nitrate based fertiliser	COM(75)635 FINAL	Commission proposal (*OJ* 23 1.76)
Gas pipelines		
Gas pipelines (construction)	18.871/III/69	Preliminary draft thought to be withdrawn with oil pipelines (see page 25)
Problem of the lead content of petrol	COM(73)2050 FINAL	Commission proposal (*OJ* 31.1.74)
Sulphur content of certain liquid fuels	75/716/EEC of 24 11.75	Directive (*OJ* 27.11.75)
Use of fuel-oils with the aim of decreasing sulphurous emissions	COM(75)681 FINAL	Commission proposal (*OJ* 8.3.76)
Rubber and plastics		
Reinforced plastic tanks for carriage of dangerous substances by road	COM(71)1446 FINAL	Commission proposal (*OJ* 15.3.72)
Construction materials		
Cement	Work in abeyance	
Ceramic tiles	Work in abeyance	
Flat glass	XI/437/74	Preliminary draft
PVC pipes	Work in abeyance	
Fire resistance	XI/790/75 Rev 2	Preliminary draft
Water supply equipment	Work was proposed by the tripartite working group but the project was shelved	
Building and civil engineering equipment and machines		
General directive Measurement of the sound level of constructional plant and equipment Permissible sound level for pneumatic concrete-breakers and jackhammers	COM(74)2195 FINAL	Commission proposal (*OJ* 14.4.75)
Permissible sound emission level for tower cranes	COM(75)558 FINAL	Commission proposal (*OJ* 8.3.76)
Permissible sound level of cutting machines	XI/28/75 Rev 1	Preliminary draft
Permissible sound emission level for current generators for welding Permissible sound emission level for current generators for power supply	COM(75)558 FINAL	Commission proposal (*OJ* 8.3.76)
Site safety		
Roll-over protective structures	XI/554/75	Preliminary draft
Falling-object protective structures	XI/555/75	Preliminary draft
Dimensions of operators' cabins	XI 556/75	Preliminary draft
Protecting guards and shields	XI/557/75	Preliminary draft
Road safety	Work started but no papers yet received	
Tower cranes: safety aspects	Work started but no papers yet received	
Mopeds		
Type approval	COM(72)1645 FINAL	Commission proposal
	COM(73)1732 FINAL	Commission amending proposal
Engines	Work started but no papers yet received	
Noise	Work started but no papers yet received	
Braking devices	XI/710/75	Preliminary draft
Motor cycles		
Type approval	COM(74)2177 FINAL	Commission proposal (*OJ* 20.2.75)
Permissible sound level and exhaust systems	COM(75)634 FINAL	Commission proposal (*OJ* C54 of 8.3.76)
Fuel system integrity	XI/567/75	Preliminary draft
Non-military arms and ammunition		
	Work started but no papers yet received	
Firefighting equipment		
Portable fire extinguishers	Work started but no papers yet received	
Metal scaffolding		
Working metal scaffolds	XI/34/76	Preliminary draft suspended sine die
Packaging materials		
	Work not yet started	

Subject	Reference of directive or latest draft received	Status (where applicable)
Educational materials		
	Work not yet started	
Equipment using ionising rays		
	Work started but no papers yet received	
Protective clothing and equipment		
Protective helmets (industrial)	Work started but no papers yet received	
Safety helmets for motor vehicle drivers and their passengers	XI/227/75	Preliminary draft
Respiratory protective devices	Work started but no papers yet received	
Industrial safety belts and harnesses	Work started but no papers yet received	
Eye protectors	Work started but no papers yet received	
Protective footwear	Work started but no papers yet received	
Boats and their fittings		
Type approval	COM(76)393 FINAL	Commission proposal (*OJ* 24.8.76)
Pleasure craft made of reinforced plastic	XI/592/74	Preliminary draft
Cosmetics		
Cosmetic products	76/768/EEC of 27.7.76	Directive (*OJ* 27.9.76)

Subject	Reference of directive or latest draft received	Status (where applicable)
Leaching of substances into foodstuffs		
*General directive	76/893/EEC of 23.11.76	Directive (*OJ* 9.12.76)
Materials and objects in glass intended to come into contact with foodstuffs	687/VI/73	Preliminary draft
Materials and objects in stainless steel intended to come into contact with foodstuffs	688/VI/73	Preliminary draft
Materials and objects in ceramics intended to come into contact with foodstuffs	COM(74)2173 FINAL	Commission proposal (*OJ* 27.2.75)
Materials and objects in plastics intended to come into contact with foodstuffs	3003/VI/74	Preliminary draft
Materials and articles which contain vinyl chloride monomer and are intended to come into contact with foodstuffs	COM(76)680 FINAL	Commission proposal (*OJ* 21.1.77)
Toys		
Toys safety requirements	XI/288/74	Preliminary draft
Noise in the domestic environment		
	Work started but no papers yet received	

The community's worldwide responsibilities – Owen

The community wants an expansion of world trade which will contribute to the growth of the industrialised nations, expand their demand for the exports of the producer countries and thus increase the real wealth of the developing nations, David Owen told the European parliament in Strasbourg on 20 April.

The Secretary of State for Foreign and Commonwealth Affairs was reporting to the parliament on behalf of the presidency on the meeting of heads of government in Rome on 25 and 26 March.

Dr Owen went on to say that he did not pretend that the community's response to the challenge presented by the widening and intolerable gap between rich and poor countries had so far been adequate. But at least the evidence was there for all to see of the community's determination to tackle this 'intractable problem' and of its commitment to working together constructively with the EEC's many friends in the third world.

The Rome council, Dr Owen explained, was the first to meet under the British presidency. The councils provided a unique opportunity for wide-ranging, informal private discussions on the general problems facing the community, and to take specific positions or issue overall guidance on important issues of community business. The items which had dominated the Rome council were, firstly, growth, inflation and unemployment and, secondly, the north-south dialogue. He pointed out that while dealing with the various economic matters which affected the livelihood of many millions of the community's own citizens was the first priority, the community had responsibilities to the unemployed and the undernourished worldwide.

Turning to the economic summit to be held in London on 7 May, Dr Owen said that discussions would cover measures to stimulate world economic activity and to improve the functioning of the world's economic and monetary system; the problems of the developing world would play an important part in these discussions. He also pointed out that at a meeting of Commonwealth heads of government in Britain in June representatives from countries at almost every stage of economic development, which embraced 24 signatories of the Lomé convention, would discuss the issues of the north-south dialogue in a relaxed and intimate atmosphere.

'All of us agree,' Dr Owen said, 'that the community has a duty to deploy its political and economic influence to promote the dialogue with the developing world.' That was why the UK presidency had felt it right to devote a major part of its presidential effort to hammering out, in the council of foreign ministers and at Rome, community positions on a common fund and on the issues which arose in the Conference on International Economic Co-operation (CIEC).

In Rome the council had agreed the basis of a common position in the final stages of the CIEC and further work was done in the council of foreign ministers this month. In particular, at Rome, the community was able to agree to take an important step forward in an area of primary importance to the developing world, by accepting that there should be commodity price stabilisation agreements, where appropriate, and that there should be a common fund. In addition the community also had agreed to a study of measures to stabilise the export earnings of developing countries.

New EEC documents

This list of EEC documents was deposited in the House of Commons during the week ended 21 April (commission reference numbers, where appropriate, are given in parentheses). The documents are available for consultation at the European Communities Commission Information Office, 20 Kensington Palace Gardens, London W8 4QQ.

EEC draft instruments

R/794/77 (COM(77)99)
Proposal for a council regulation (EEC) amending regulations (EEC) Nos. 816/70, 2893/74 and 817/70 as regards the maximum total sulphur dioxide content of wines other than liqueur wines.

R/810/77 (COM(77)98)
Proposal for a council decision on the equivalence of seed potatoes produced in third countries.

R/811/77
Amendment of the proposal for council regulation on the common organisation of the market in potatoes, submitted to the council on 23 January 1976 (COM(75) 690 final).

S/410/77 (COM(77)45)
Commission communication to the council on the negotiations between the European Economic Community and the Lebanese Republic: Recommendation for a council regulation (EEC) concluding an agreement between the European Economic Community and the Lebanese Republic; Recommendation for a council decision authorising the commission to open negotiations with the Lebanese Republic for the conclusion of an interim agreement.

S/575/77 (COM(77)119)
Proposal for a council regulation concerning the conclusion of an agreement between the European Economic Community and the United States of America concerning fisheries off the coasts of the United States, and establishing the provisions for its application.

S/577/77 (COM(77)92)
Proposal for council regulation (EEC) establishing ceilings and community supervision for imports of certain products originating in Egypt, Jordan, Lebanon and Syria (1977).

R/846/77 (COM(77)103)
Proposal for a council regulation adjusting the weightings applied to the remuneration and pensions of officials and other agents of the European Communities.

R/847/77 (COM(77)43)
Proposals for council regulations: introducing the EUA into the staff regulations of officials and the conditions of employment of other servants of the European Communities, and into other council regulations; introducing the EUA into the council regulation laying down the conditions and procedure for applying the tax; adjusting the weightings consequent upon the introduction of the EUA.

S/572/77 (COM(77)123)
(COM(77)124)
(COM(77)125)
Three proposals for council regulations extending the application of certain provisions of regulations (EEC) No. 194/77 of 28 January 1977 and 373/77 of 24 February 1977 (fisheries).

S/590/77 (COM(77)130)
Proposal for a council regulation laying down certain interim measures for the conservation and management of fishery resources applicable to certain non-member countries in the fishing zone off the coast of the department of Guyane.

Consultative document

R/752/77 (COM(77)90)
Communication from the commission to the council concerning the review of the rules governing the tasks and operations of the European Social Fund.

Statistics

The economy: selected indicators

Series are seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
				of which			of which					
			Total	Manufacturing industry	Distributive and service industries excl. shipping	Total	Manufacturing industry	Wholesalers	Retailers	Current balance	Visible balance	Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index Series in Stock level at end-1976	1970	£ million	£ million			£ million				£ million		
						18,218	10,396	1,829	1,977			
1970	100.0	31,644	9,453	2,130	1,799	442	325	68	−14	733	−25	758
1971	101.7	32,505	9,681	1,991	1,930	99	−148	52	22	1,087	280	807
1972	104.3	34,402	9,870	1,739	2,071	39	−145	48	15	131	−702	833
1973	110.3	36,003	10,279	1,872	2,390	1,127	404	102	382	−752	−2,334	1,582
1974	109.8	35,590	10,124	2,024	2,289	602	666	81	−111	−3,380	−5,221	1,841
1975	107.6	35,234	9,991	1,737	1,970	−680	−392	−111	−23	−1,635	−3,195	1,560
1976	108.9	35,290	9,562	1,651	1,898	−8	−4	22	1	−1,423	−3,592	2,169
1975 1st qtr.	109.4	8,988	2,534	471	492	−125	18	−31	−38	−544	−947	403
2nd qtr.	107.2	8,833	2,474	444	498	−267	−105	−54	−66	−295	−655	360
3rd qtr.	106.5	8,724	2,540	416	501	−208	−234	−29	38	−566	−967	401
4th qtr.	107.4	8,689	2,443	406	480	−80	−70	4	43	−230	−626	396
1976 1st qtr.	109.2	8,811	2,460	402	452	25	31	24	12	−80	−538	458
2nd qtr.	108.3	8,730	2,394	408	479	−97	−115	−22	−55	−439	−919	480
3rd qtr.	108.4	8,824	2,392	418	484	−22	4	10	22	−536	−1,148	612
4th qtr.	109.7	8,925	2,316	422	483	86	77	10	22	−368	−987	619
1977 1st qtr.		8,740 pe								−293	−953	660
% change last 2 qtrs. on prev. 2 qtrs.	+0.3	+0.6	−3.0	+3.7	+3.9							
on a year earlier	+2.0	+0.9	−5.5	+2.2	−1.4							

	Industrial production		Personal expenditure		Prices and costs (NOT seasonally adjusted)					Labour (UK)			Visible Trade (Volume)	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Retail prices	% increase on a year earlier	Wholesale prices: all manufacturing industry: basic materials and fuel used	Wholesale prices: all manufacturing industry: manufactured products: home sales	Basic hourly wage rates of manual workers (all industries and services)	Unemployed excluding school leavers and adult students: mid-month count	Unemployed excluding school leavers and adult students: % of total employees	Unfilled vacancies for adults: mid-month count	Export	Import
	at 1970 prices		at 1971 prices	monthly averages									On a balance of payments basis	
													at 1970 prices	
Base of index £m in base year Series in	1970	1970	1971 15,895	thousands	Jan. 1974		1970	1970	July 1972	thousands		thousands	1970 7,907	1970 7,932
1971	100.5	99.7	100.0	108.5	153.4†	9.4	104.6	109.0	88.9	775.8	3.4	130.9	106.7	104.2
1972	102.7	102.4	105.8	138.6	164.3†	7.1	109.2	114.8	101.4	854.9	3.7	147.3	107.1	116.7
1973	110.3	110.0	110.7	137.1	179.4†	9.2	144.5	123.2	115.6	611.0	2 6	307.0	122.2	133.8
1974	106.4	108.2	109.9	102 8	108.5	16.0	215.3	152.0	138.7	599.7ø	2.6ø	302.7ø	131.2	136.2
1975	101.3	101.7	107.9	97.2	134.8	24.2	235.4	188.7	179.8	929.0	3.9	150.0ø	125.6	126.4
1976	102.2	103.4	108.1	104.7	157.1	16.5	299.0	219.6	214.5	1,269.8ø	5.4ø	120.4ø	135.9	134.2
1976 1st qtr.	101.9	101.8	107.3	103	149.4	22.5	266.5	206.9	205.5	1,220.3	5.2	116.7	131.5	126.1
2nd qtr.	102.4	103.6	107.6	106	154.9	16.0	292.6	214.4	212.8	1,252.1	5.3	119.4	137.1	134.6
3rd qtr.	101.5	103.4	108.9	97	158.5	13.7	306.8	223.2	218.6	1,305.5	5.5	123.6	134.2	137.9
4th qtr.	103.2	104.5	108.5	113	165.8	15.0	329.9	233.9	220.6	1,316.8ø	5.6ø	..	140.8	138.1
1977 1st qtr.			105.2 p	104	174.1	16.5	341.7 p	248.0 p	224.6 p	1,330.2	5.6		140.5 p	142.1 p
1976 Apr.	102.4	103.3	108.8	116	153.5	18.9	286.3	211.5	210.1	1,241.8	5.3	122.5	135.6	132.1
May	104.5	106.4	106.8	110	155.2	15.4	292.0	214.8	211.7	1,253.3	5.3	120.0	137.2	134.7
June	100.4	101.0	107.3	91	156.0	13.8	299.6	217.0	216.6	1,261.1	5.3	115.7	138.5	137.1
July	101.4	103.6	108.8	91	156.3	12.9	302.0	219.8	219.0	1,288.9	5.5	118.6	130.4	139.4
Aug.	100.6	102.4	108.9	115	158.5	13.8	304.0	223.4	219.1	1,308.8	5.6	126.2	134.9	133.7
Sept.	102.4	104.3	108.9	86	160.6	14.3	314.4	226.3	219.2	1,318.7	5.6	125.9	137.3	140.4
Oct.	103.0	105.0	108.1	109	163.5	14.7	327.7	230.0	219.5	1,307.9	5.5	124.5	140.8	140.6
Nov.	103.4	104.9	109.2	119	165.8	15.0	331.8	234.6	220.7	..	..	..	138.1	140.1
Dec.	103.2	103.7	108.3	111	168.0	15.1	330.2	237.2	221.5	1,325.7 e	5.6 e	..	143.3	133.6
1977 Jan.	104.3	105.1	106.7	93	172.4	16.6	337.9	244.9	223.8	1,338.2	5.7	..	140.6	153.6
Feb.	104.0 p	105.2 p	105.7	118	174.1	16.2	339.7 p	248.2 p	224.8	1,331.4	5.6	150.5	138.0	133.8
Mar.			103½ p	102	175.8	16.7	347.4 p	250.8 p	225.1 p	1,321.1	5.6	157.3	142.8 p	139.0 p
Apr.										1,322.6 p	5.6 p	158.5 p		
% change latest 3 months on prev. 3 months	+0.9	−0.1	−3.0	−7.7	+5.0		+3.6	+6.0	+1.8	−0.1			—	+3
a year earlier	+2.7	+3.6	−1.9	+1.6	+16.5		+28.2	+19.8	+9.3	+7.5			+7	+13

p Provisional pe Preliminary estimate † Base of index Jan. 1962 = 100 .. not available ø Average of available months e estimate

Inquiries: 01-215 3453

Trends in invisibles: surplus £591m up in 1976

The net surplus on invisibles increased by £591 million to an estimated £2,160 million in 1976. Gross invisible credits rose by 23 per cent, from £11,102 million to £13,606 million, while gross debits increased less sharply by 20 per cent, from £9,533 million to £11,446 million.

The large increase in the surplus was mainly due to improvements on the travel, civil aviation and other services accounts, and in private sector interest, profit and dividends.

There was a fall of £63 million in the net results of sea transport operations which turned the net surplus of £12 million in 1975 into a net deficit of £51 million in 1976. This change was mostly accounted for by an increase of £55 million in the net deficit on tanker operations. The net surplus on dry cargo operations remained much the same as in 1975 despite the fall in the value of sterling.

The net surplus on the travel account rose once more, from £245 million in 1975 to £620 million in 1976. This was partly the result of the fall in the value of sterling encouraging an increase in the number of overseas visitors to the UK. Expenditure by overseas visitors in the UK increased by £505 million to £1,628 million, more than offsetting the increase by £130 million to £1,008 million spent by UK visitors abroad.

As a consequence of this changing pattern of travel, the net surplus on the civil aviation account more than doubled, reaching £270 million in 1976 as against £131 million in 1975. Debits increased by 20 per cent to £780 million, while credits rose by 35 per cent to £1,050 million partly due to the increase in the number of overseas visitors coming to the UK.

The net surplus on other services, which includes financial and allied services, rose by £500 million between 1975 and 1976 to £1,852 million. There was a general increase in debits of nearly £200 million but this was more than offset by a rise of nearly £700 million in earnings. Major contributions to this increase in earnings were made by overseas construction earnings, which rose by £184 million to £476 million and from earnings from financial and allied services, which increased by £180 million to £935 million.

The net surplus on interest, profits and dividends rose by £166 million to £1,086 million, still well below the record net earnings of 1973 and 1974. This increase reflects a rise of £134 million in the public sector deficit to £639 million in 1976, while the net surplus of the private sector increased by £300 million to £1,725 million.

The earnings of UK companies on their direct investments overseas are provisionally estimated to have risen by nearly £340 million to £1,925 million in 1976. A major cause of the rise was the impact of the further depreciation of sterling on earnings in foreign currencies. However this rise was wholly offset by an increase of £350 million to £967 million in the earnings of overseas companies on their direct investments in

Invisibles

£ million

						1976 seasonally adjusted			
	1972	1973	1974	1975	1976	1st qtr	2nd qtr	3rd qtr	4th qtr
Credits									
Private services§:									
Sea transport:									
Freight and fares	1,222	1,539	1,856	1,729					
Charter receipts	191	282	513	547					
Disbursement of overseas shipping	197	237	306	372					
Total	1,610	2,058	2,675	2,648	3,088	698	741	797	852
Civil aviation:									
Fares, freights, etc	304	358	451	559					
Disbursements of overseas airlines	106	122	174	220					
Total	410	480	625	779	1,050	235	253	265	297
Travel	546	681	837	1,123	1,628	322	376	451	479
Other services:									
Financial and allied	449	512	645	757					
Films and television	32	28	26	37					
Royalties, etc	166	201	246	1,902					
Miscellaneous	853	1,076	1,349						
Total	1,500	1,817	2,266	2,696	3,391	759	818	876	938
Total private services§	4,066	5,036	6,403	7,246	9,157	2,014	2,188	2,389	2,566
Interest, profits and dividends:									
Direct investment	911	1,450	1,490	1,589	1,925	424	469	498	534
Portfolio investment	164	192	232	221	234	57	56	61	60
Oil and other	657	1,250	1,445	1,149	1,439	362	323	375	379
Total	1,732	2,892	3,167	2,959	3,598	843	848	934	973
Transfers:									
Private	231	295	355	395	420	105	105	105	105
Government	—	63	130	363	221	57	74	50	40
Government services	72	104	110	139	210	35	34	87	54
Total credits	6,101	8,390	10,165	11,102	13,606	3,054	3,249	3,565	3,738
Debits									
Private services§:									
Sea transport:									
Freight and fares	502	721	920	865					
Charter payments	628	778	799	667					
Disbursements abroad	557	660	1,061	1,104					
Total	1,687	2,159	2,780	2,636	3,139	689	765	826	859
Civil aviation:									
Freight, fares, etc	150	186	239	303					
Disbursements abroad	183	210	290	345					
Total	333	396	529	648	780	168	197	203	212
Travel	527	682	683	878	1,008	236	246	242	284
Other services:									
Films and television	21	25	27	34					
Royalties, etc	138	160	199	1,313					
Miscellaneous	431	511	728						
Total	590	696	954	1,347	1,539	349	370	401	419
Total private services§	3,137	3,933	4,946	5,509	6,466	1,442	1,578	1,672	1,774
Interest, profits and dividends:									
Direct investment	552	698	609	615	967	212	258	257	240
Portfolio investment	151	180	236	288	353	80	89	91	93
Oil and other	503	671	989	1,136	1,192	281	258	284	369
Total	1,206	1,549	1,834	2,039	2,512	573	605	632	702
Transfers:									
Private	288	386	441	476	481	139	114	111	117
Government	210	422	450	742	1,017	218	229	288	282
Government services	427	518	653	767	970	225	239	242	264
Total debits	5,268	6,808	8,324	9,533	11,446	2,597	2,765	2,945	3,139
Net balances									
Private services§	+929	+1,103	+1,457	+1,737	+2,691	+572	+610	+717	+792
Interest, profits and dividends	+526	+1,343	+1,333	+920	+1,086	+270	+243	+302	+271
Private transfers	−57	−91	−86	−81	−61	−34	−9	−6	−12
Government transfer payments	−210	−359	−320	−379	−796	−161	−155	−238	−242
Government services	−355	−414	−543	−628	−760	−190	−205	−155	−210
Net invisible balance	+833	+1,582	+1,841	+1,569	+2,160	+457	+484	+620	+599

§ Including public corporations.

Invisibles continued

£ million

Interest, profits and dividends: an alternative breakdown	1972	1973	1974	1975	1976	1976 seasonally adjusted 1st qtr	2nd qtr	3rd qtr	4th qtr
Credits:									
Private sector	1,553	2,685	2,889	2,644	3,288	755	775	859	899
Public sector	179	207	278	315	310	88	73	75	74
Debits:									
Private sector	900	1,165	1,226	1,219	1,563	362	375	387	439
Public sector	306	384	608	820	949	211	230	245	263
Net balance:									
Private sector	+653	+1,520	+1,663	+1,425	+1,725	+393	+400	+472	+460
Public sector	−127	−177	−330	−505	−639	−123	−157	−170	−189

the UK. This increase in overseas companies' direct investment earnings was mainly caused by a turnround in the profitability of the motor industry and by high earnings of overseas banks in the UK.

There was little change in the portfolio income of UK residents in 1976. Although some large disinvestments took place in 1976, the depreciation of sterling increased the sterling equivalent of the earnings measured in foreign currencies. Dividend and interest payments on non-resident holdings of portfolio investment, however increased by £65 million.

UK oil companies increased their earnings on their overseas operations, while foreign oil companies made a net loss on their investments in the UK, largely due to their expenditure on exploration on the UK continental shelf. There were substantial increases in both interest earned on sterling lending and on interest paid abroad by the public sector on its eurocurrency borrowing.

The net deficit on government services and transfers increased by over £500 million to £1,556 million in 1976. The net result of transactions with EEC institutions yielded a deficit of over £250 million compared with a small surplus of £13 million in 1975, partly because a change in the arrangements by which compensatory payments on imports from the EEC are made under the community's common agricultural policy reduced the receipts from the EEC.

Inquiries: 01-215 5176.

Overseas travel and tourism: big increase in earnings in fourth quarter 1976

Earnings and expenditure

Provisional figures for the fourth quarter 1976 show that total expenditure by all overseas visitors to the UK in the fourth quarter 1976 (including estimates for the Irish Republic) was £413 million compared with £254 million in the fourth quarter 1975 – a 62 per cent increase. Total expenditure for the year was £1,628 million compared with £1,123 million in 1975 – an increase of 45 per cent. For the first time more than 10 million visitors in total came to the UK during the year.

Visitors from EEC countries spent £455 million in the UK during 1976 (44 per cent more than in 1975), from other West European countries £242 million (59 per cent more), from North America £359 million (34 per cent more) and from other countries £553 million (47 per cent more).

Total expenditure by UK residents going abroad in the fourth quarter 1976 was £209 million (including estimates for the Irish Republic). This compares with £165 million in the fourth quarter 1975 – a 27 per cent increase. Total expenditure abroad in 1976 was £1,008 million; this compares with £878 million in 1975, an increase of 15 per cent. The expenditure by UK residents abroad in 1976 is also the highest recorded figure.

The amount spent abroad increased in 1976 in EEC countries by 12 per cent to £373 million and in other Western European countries by 7 per cent to £379 million giving a negative balance with Western Europe as a whole of £55 million. However expenditure in North America of £97 million (39 per cent more than in 1975) and in other areas of £155 million (32 per cent more) totalled £660 million less than the amounts that residents of those areas spent in the UK. The net positive balance of £620 million on the travel account was more than 150 per cent greater than the £245 million achieved in 1975 (previously the highest balance recorded).

[All further figures quoted in the text and tables below exclude visitors to and from the Irish Republic]

Overseas visitors to the United Kingdom

Numbers of visitors from the EEC countries in the fourth quarter 1976 were 40 per cent more than in the corresponding period of 1975, from other Western European countries 55 per cent more, and from North America 12 per cent more. For the year as a whole EEC visitors numbered 4,263,000 (18 per cent more than 1975), other Western European visitors 1,385,000 (23 per cent more), North American visitors 1,967,000 (8 per cent more) and visitors from other areas 1,752,000 (10 per cent more). These are the highest levels ever recorded, except for North America which provided more visitors in each year between 1970 and 1973.

The number of visitors coming by air in the fourth quarter 1976 was 1,400,000, an increase of 20 per cent, those coming by sea 700,000, an increase of 54 per cent. For the year as a whole 60 per cent of visitors came by air compared with 62 per cent in 1975 and as much as 69 per cent in 1972.

For the fourth quarter 1976 holiday visits and visits to friends and relatives increased by 39 per cent and 16 per cent respectively. Business visits increased by 13 per cent and those for other purposes (including those primarily for shopping) by 48 per cent. For the year as a whole there were 4,606,000 holiday visits (an increase of 21 per cent on 1975) and 1,526,000 to friends and relatives (an increase of 6 per cent). There were 1,669,000 visits for the purpose of business (an increase of 8 per cent) and 1,567,000 for other purposes (an increase of 15 per cent).

Figures referred to above are summarised at table 1.

Visits abroad by UK residents

Visits to EEC countries in the fourth quarter 1976 were 11 per cent higher than in 1975, visits to North America 13 per cent higher and to other areas 22 per cent higher. There was a decrease of 16 per cent in visits to other Western European countries.

For 1976 as a whole, there were 4,512,000 visits to EEC countries (2 per cent less than the record level of 1975), 3,725,000 visits to other Western European countries (11 per cent less than 1975 and less than each year from 1971 to 1975), 547,000 visits to North America (11 per cent more than 1975), and 903,000 to other areas (6 per cent more). Visits to North America and to other areas were the highest ever recorded.

Visits abroad by air in the fourth quarter 1976 decreased by 1 per cent (down to 1,309,000 from 1,318,000), but increased by sea by 6 per cent (up to 419,000 from 396,000). For the whole year visits abroad by air accounted for 65 per cent of all visits. This was slightly higher than the 63 per cent recorded in 1975 but considerably below the highest figure of 71 per cent in 1973.

Holiday visits decreased by 11 per cent in the fourth quarter 1976 (the numbers taking inclusive-tour holidays decreasing 12 per cent – not shown in table). Visits to friends and relatives increased by 9 per cent in the fourth quarter, those for business rose by 23 per cent. In 1976 there were 6,287,000 holiday visits abroad (8 per cent down on 1975), of which 3,714 000 were inclusive-tours (down 10 per cent), 1,311,000 visits to friends and relatives (up 2 per cent) and 1,757,000 business trips (up 16 per cent). Visits for other purposes numbered 476,000 (down 17 per cent).

Figures referred to above are summarised at table 2.

Inquiries: 01-212 5555.

TABLE 1 Overseas visitors to the United Kingdom

Thousands

	Total all visits (1)	Area of residence				Mode of travel		Purpose of visit			
		W. Europe EEC(1)	W. Europe non-EEC	North America	Other areas	Air	Sea	Holiday	Business	Visits to friends and relatives	Other purposes
1974 – total	7,224	3,141	950	1,755	1,379	4,719	2,505	3,393	1,541	1,281	1,009
1975 – total	8,141	3,599	1,128	1,817	1,597	5,053	3,088	3,795	1,541	1,440	1,365
1976 – total	9,368	4,263	1,385	1,967	1,752	5,652	3,716	4,606	1,669	1,526	1,567
% change 1975/74	+13	+15	+19	+4	+16	+7	+23	+12	—	+12	+35
% change 1976/75	+15	+18	+23	+8	+10	+12	+20	+21	+8	+6	+15
1975 1st quarter	1,366	618	207	255	286	953	413	567	342	268	189
2nd quarter	1,947	862	269	456	360	1,203	744	911	413	334	289
3rd quarter	3,207	1,445	401	739	623	1,731	1,477	1,686	354	556	612
4th quarter	1,621	675	251	367	327	1,166	455	631	432	283	275
1976 1st quarter	1,367	608	206	257	295	961	406	548	329	293	196
2nd quarter	2,239	1,041	293	514	391	1,325	914	1,114	443	342	339
3rd quarter	3,662	1,677	498	785	701	1,966	1,696	2,067	406	563	626
4th quarter	2,100	938	388	411	364	1,400	700	876	490	328	406
Percentage change on year ago:											
1st quarter	—	−2	—	+1	+3	+1	−2	−3	−4	+9	+4
2nd quarter	+15	+21	+9	+13	+9	+10	+23	+22	+7	+2	+17
3rd quarter	+14	+16	+24	+6	+13	+14	+15	+23	+15	+1	+2
4th quarter	+30	+40	+55	+12	+11	+20	+54	+39	+13	+16	+48

(1) excluding visits from the Irish Republic Source: International Passenger Survey.

TABLE 2 Visits abroad by UK residents

Thousands

	Total visits (1) (2)	Area visited				Mode of travel		Purpose of visit			
		W. Europe EEC(1)	W. Europe non-EEC	North America	Other areas	Air	Sea	Holiday	Business	Visits to friends and relatives	Other purposes
1974 – total	9,176	4,079	3,739	420	728	6,035	2,931	6,149	1,514	1,127	385
1975 – total	10,269	4,602	4,170	492	849	6,505	3,608	6,891	1,520	1,282	575
1976 – total	9,831	4,512	3,725	547	903	6,411	3,276	6,287	1,757	1,311	476
% change 1975/74	+12	+13	+12	+17	+17	+8	+23	+12	—	+14	+49
% change 1976/75	−4	−2	−11	+11	+6	−1	−9	−9	+16	+2	−17
1975 1st quarter	1,500	618	576	70	219	1,159	324	792	353	268	87
2nd quarter	2,655	1,304	1,019	95	192	1,612	998	1,748	415	270	222
3rd quarter	4,369	2,013	1,841	199	254	2,416	1,890	3,340	333	504	193
4th quarter	1,745	666	734	129	185	1,318	396	1,012	419	241	73
1976 1st quarter	1,433	569	541	75	225	1,122	288	732	399	238	63
2nd quarter	2,683	1,332	987	111	212	1,703	939	1,725	482	291	184
3rd quarter	3,950	1,876	1,576	215	240	2,277	1,630	2,925	360	579	146
4th quarter	1,765	736	620	146	226	1,309	419	904	515	263	83
Percentage change on year ago:											
1st quarter	−4	−8	−6	+7	+3	−3	−11	−8	+13	−11	−28
2nd quarter	+1	+2	−3	+17	+10	+6	−6	−1	+16	+8	−17
3rd quarter	−10	−7	−14	+8	−6	−6	−14	−12	+13	+3	−24
4th quarter	+1	+11	−16	+13	+22	−1	+6	−11	+23	+9	+14

(1) excluding visits to the Irish Republic
(2) includes cruise holidays not allocated to area or mode of travel

Source: International Passenger Survey

Business Monitors

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Metal-working machine tools: January sales and orders continue upward trend

Statistics of manufacturers sales and orders for metal-working machine tools up to and including January 1977 are shown in table 1. These monthly statistics will be published in the Business Monitor PM 332, and full details of the quarterly inquiry will be published in the Business Monitor PQ 332.

The monthly estimates up to and including June 1976 have been adjusted to be consistent with the more comprehensive quarterly inquiry recently published, and the latest provisional estimates will be revised when the appropriate information becomes available. Net new orders and orders-on-hand have been adjusted to the same basis of coverage and valuation as sales. A monthly employment series for the industry is provided in table 2.

Summary

Provisional statistics for the three months up to January 1977 are now available. They show that demand and activity in the industry have continued to recover, with sales, new orders and employment all rising and order books probably having levelled out. In current value terms, both sales and net new orders have risen in recent months, much of the increase reflecting growth in volume. Export sales in particular show a definite improvement and home deliveries are being well maintained. With the inflow of orders in recent months rising to high levels, total order books are beginning to stabilise. Export orders-on-hand have begun to recover but home orders-on-hand continue to edge downwards as contracts are completed. Employment in the industry has continued to increase at a modest rate.

Recent trends for machine tools

The provisional statistics for the three months to January 1977 are now available. They show that the upturn in activity which had been reported in the preceding months is being maintained. At current prices, total sales in the three months to January 1977, at £103 million, were 19 per cent higher than the previous three months and 18 per cent higher than the same period a year earlier. Higher prices have contributed to these increases but a large part of the rise in the last three months reflects the growth in volume. Home sales have shown an increasing level, reaching £66 million in the three months to January 1977, with a marked increase of 21 per cent over the preceding three months and 33 per cent higher than the same period a year ago. Export sales, too, have continued to rise although, at £37 million, the level was slightly less than a year ago – but the level was 15 per cent higher than the previous three months.

New orders received (net of cancellations) continued to grow strongly with the recent expansion in export orders. At £103 million, total new orders received for these three months were 18 per cent higher than the preceding three months and 52 per cent higher than a year ago. New orders from the home market, although only 4 per cent higher than the previous three months, showed a sharp rise of 70 per cent over the same period a year earlier, most of which reflects

TABLE 1 Metal-working machine tools: orders and sales

£ million

	Sales			Orders outstanding*			New orders		
	Total	Home	Export	Total	Home	Export	Total	Home	Export
1970	218.6	137.3	81.3	159.5	86.8	72.7	213.9	130.8	83.1
1971	207.7	121.7	86.0	106.0	46.0	60.0	154.2	80.9	73.3
1972	184.7	111.6	73.1	113.3	55.7	57.6	192.0	121.3	70.7
1973	213.2	129.1	84.1	216.0	120.4	95.6	315.9	193.8	122.1
1974	254.4	149.9	104.5	312.9	164.1	148.8	347.9	191.9	156.0
1975 r	327.9	189.0	138.9	224.2	112.3	111.9	239.2	137.2	102.2
1976 p	361.1	214.5	146.6	195.8	108.6	87.2	332.7	210.8	121.9
1975 1st quarter r	81.2	48.4	32.8	297.3	154.1	143.2	65.6	38.4	27.2
2nd quarter r	78.5	46.1	32.4	284.5	144.0	140.5	65.7	36.0	29.7
3rd quarter r	81.8	46.1	35.7	255.1	125.3	129.8	52.4	27.4	25.0
4th quarter r	86.4	48.4	38.0	224.2	112.3	111.9	55.5	35.4	20.1
1976 1st quarter r	93.6	49.4	44.2	207.1	105.4	101.7	76.5	42.5	34.0
2nd quarter r	85.5	50.2	35.3	198.6	103.7	94.9	77.0	48.5	28.5
3rd quarter p	85.1	53.3	31.8	199.2	108.3	90.9	85.7	57.9	27.8
4th quarter p	96.9	61.6	35.3	195.8	108.6	87.2	93.5	61.9	31.6
1975 July r	26.1	14.2	11.9	274.9	137.4	137.5	16.5	7.6	8.9
August r	23.5	13.7	9.8	268.6	130.7	137.9	17.2	7.0	10.2
September r	32.2	18.2	14.0	255.1	125.3	129.8	18.7	12.8	5.9
October r	28.5	15.6	12.9	243.0	120.0	123.0	16.4	10.3	6.1
November r	28.0	16.8	11.2	226.0	109.9	116.1	11.0	6.7	4.3
December r	29.9	16.0	13.9	224.2	112.3	111.9	28.1	18.4	9.7
1976 January r	29.8	16.7	13.1	223.8	106.6	117.2	29.4	11.0	18.4
February r	30.4	15.5	14.9	216.2	106.5	109.7	22.8	15.4	7.4
March r	33.4	17.2	16.2	207.1	105.4	101.7	24.3	16.1	8.2
April r	27.4	17.0	10.4	209.6	104.2	105.4	29.9	15.8	14.1
May r	30.0	16.1	13.9	197.5	100.4	97.1	17.9	12.3	5.6
June r	28.1	17.1	11.0	198.6	103.7	94.9	29.2	20.4	8.8
July p	28.7	17.5	11.2	197.2	105.3	91.9	27.3	19.1	8.2
August p	25.1	16.1	9.0	201.3	107.5	93.8	29.2	18.3	10.9
September p	31.3	19.7	11.6	199.2	108.3	90.9	29.2	20.5	8.7
October p	30.5	18.6	11.9	198.4	111.8	86.6	29.7	20.1	9.6
November p	31.7	21.2	10.5	198.1	110.4	87.7	31.4	21.8	9.6
December p	34.7	21.8	12.9	195.8	108.6	87.2	32.4	20.0	12.4
1977 January p	36.9	22.9	14.0	199.0	105.2	93.8	40.1	19.5	20.6
Three monthly totals:									
Nov 1976 to Jan 1977	103.3	65.9	37.4	199.0	105.2	93.8	103.9	61.3	42.6
Aug to Oct 1976	86.9	54.4	32.5	198.4	111.8	86.6	88.1	58.9	29.2
Nov 1975 to Jan 1976	87.7	49.5	38.2	223.8	106.6	117.2	68.5	36.1	32.4
Percentage change latest three months on:									
1 Previous three months	+19	+21	+15	0	−6	+8	+18	+4	+46
2 A year earlier	+18	+33	−2	−11	−2	−20	+52	+70	+31

p = provisional. r = revised.

* The values for orders outstanding relate to the ends of the periods shown.

Due to rounding, constituent figures may not sum to their respective totals.

TABLE 2 **Metal-working machine tools: employment**

Thousands

1974	1st quarter	52.9	1975	1st quarter	54.0	1976	1st quarter p 49.6
	2nd quarter	53.2		2nd quarter	53.0		2nd quarter p 49.4
	3rd quarter	54.4		3rd quarter	52.2		3rd quarter p 49.5
	4th quarter	54.4		4th quarter p	50.6		October p 49.7
							November p 49.7
							December p 49.8
						1977	January p 49.9

a marked volume increase from the low inflow of home orders in the earlier period. Orders received from abroad showed a sharp improvement in the last three months to January 1977; in this period new overseas business has been flowing in at a rate 46 per cent higher than three months before, and 31 per cent higher than a year earlier. The combination of rising levels of both sales and net new orders for both the home and overseas markets in volume terms suggest that the upturn in demand and activity in this industry has commenced. This is supported also by the levelling out in order books after a long decline and the rise in employment in the industry in recent months commented on below.

Since the combined intake in new orders received in the last three months to January 1977 was slightly higher than sales in the period, this has halted the extended run-down in orders-on-hand. A rise in export order books has slightly more than offset some further decline in home orders-on-hand. Although still 11 per cent lower in current price terms than twelve months ago, total orders-on-hand at the end of January were unchanged at £199 million from their level last October, but showed a slight rise over December. Export order books are showing clearer signs of picking up, the value of orders outstanding for overseas markets at the end of January having increased by 8 per cent over the previous three months. Home orders-on-hand, however, were 6 per cent lower than last October. In terms of current activity, present order books could sustain the present level of industry activity for the next half year.

Included in table 2 is a specially prepared estimate of the employment of the industry covered by this article, ie the part of MLH 332 concerned with metal cutting and metal forming machine tools but excluding welding equipment. The estimate for January 1977 at 49,900 showed that the industry has again increased its intake of new employees by another 100; since the middle of 1976, employment in the industry has risen by about 500 persons.

Inquiries on the published series should be addressed to Department of Industry, Mechanical Engineering Statistics, Room 614, Dean Bradley House, 52 Horseferry Road, London SW1P 2AG, 01-212 0651.

Manufacturers' stocks rise by £50m in February

It is estimated that manufacturers' stocks rose by about £50 million at 1970 prices, seasonally adjusted, in February. Indications are of a fall in work in progress which was offset by rises in stocks of materials and fuel and finished goods. Monthly figures from January 1976 are shown in the table.

		1970 prices seasonally adjusted
1976	January	+40
	February	no change
	March	−10
	April	−90
	May	+40
	June	−60
	July	−50
	August	+20
	September	+30
	October	+10
	November	+10
	December	+60
1977	January	no change
	February	+50

Inquiries: 01-215 3176/5215.

Engineering sales and orders up to January

SIC orders, VII, VIII and IX

Provisional trend estimates and seasonally adjusted sales and orders in the engineering industries (SIC orders VII, VIII and IX) to January suggest a fall back in the receipt of new orders while sales and orders-on-hand remain unchanged. Following a steady improvement in the receipt of new orders throughout the first nine months of last year, there has been a reduced inflow in the last four months, especially in the electrical engineering sector. Both home and export sales continue to exhibit the flat profile which has been in evidence for nearly a year. Home order books have continued to shorten a little while export order books have lengthened, with the result that total orders-on-hand for the combined engineering sector has remained unchanged in recent months.

The inflow of new orders received by the combined engineering industries, after showing a steady improvement through the first nine months of 1976, have fallen back in recent months and the trend in January was 4 per cent lower than three months earlier. This decrease reflected a lower inflow of new orders from the home market of 2 per cent and from the export market of 6½ per cent, largely resulting from a fall-back in new orders received in the electrical engineering sector.

The upturn in new orders in the first three quarters of last year did not work through to sales, reflecting their long production time, and the trend in total sales has remained flat for almost a year – a pattern that applies equally to both the home and export sectors.

Total orders-on-hand over the last four months have remained practically unchanged, masking different movements in the home and export sectors. The trend in home orders-on-hand continued to decline by a further 2½ per cent between October and January as the inflow of new orders is still below the level of sales. In the export sector the receipts of new orders remain above the level of sales and in consequence the size of the order book increased by 4 per cent between October and January.

The revised figures published in this table are based on the monthly engineering inquiry relating to January 1977. The response rate of 79 per cent to the inquiry for January 1977 is judged sufficient to justify publication of provisional indices for this month. Taking into account late returns now received for October, November and December 1976 response rates for these months were 93, 92 and 90 per cent respectively.

When using the volume index numbers and trends shown in the accompanying table, it should be borne in mind that, when price increases are large, the various problems associated with revaluation of the values of engineering sales and orders to constant prices become more acute. Because of these difficulties the relative accuracy of the volume estimates is likely to have been reduced in recent months and studies are currently in hand to ascertain the possible directions and magnitudes of any biasses, which may lead to revisions in due course.

An expanded commentary, together with additional tables, is given in Business Monitor PM 33-36, Engineering (volume indices of sales and orders), obtainable from HMSO, PO Box 569, London SE1 9NH, post free for a subscription of £2.22 per annum. Separate commentaries and volume indices are given for sales, orders-on-hand and net new orders for total, home and export markets, for mechanical, instrument and electrical engineering (SIC orders VII, VIII and IX respectively).

Inquiries: 01-212 5770.

'T & I' index inquiries

Readers wanting to know when articles and items of information were published in *Trade and Industry* should consult the published indexes which are issued free to subscribers. For material published in recent months, inquiries of this kind can be made to the Department of Industry library's indexing section, tel. 01-215 5842 (alternative number 01-215 5051).

Index numbers for the combined engineering industries (SIC orders VII, VIII and IX) (a)

Volume index numbers: Orders-on-hand, December 1970 unadjusted = 100 Net new orders and sales, 1970 average monthly sales = 100

	Total			Home			Export		
	Orders-on-hand (end of period)	Net new orders	Sales	Orders-on-hand (end of period)	Net new orders	Sales	Orders-on-hand (end of period)	Net new orders	Sales
Trend estimates									
1975 January	125	92	113	120	91	110	135	95	118
February	122	91	112	117	90	110	132	94	117
March	119	92	111	114	90	109	129	95	117
April	117	92	110	112	90	107	127	97	116
May	115	92	109	109	89	106	125	100	116
June	112	92	108	107	88	104	123	102	115
July	110	91	107	105	86	104	122	103	115
August	108	90	106	102	85	103	120	101	114
September	106	88	105	99	84	102	118	99	113
October	103	87	104	96	83	101	116	96	112
November	101	87	103	94	83	100	114	95	112
December	99	87	103	92	84	99	112	94	112
1976 January	97	88	103	90	86	98	110	94	114
February	95	90	104	89	88	98	108	96	116
March	93	93	104	87	89	99	106	101	117
April	92	95	105	86	90	100	105	106	118
May	91	97	105	84	90	100	104	113	119
June	90	100	105	83	91	100	105	120	118
July	90	103	105	82	92	100	106	127	118
August	90	105	105	81	94	100	108	132	117
September	90	107	105	81	96	100	110	135	117
October	91	107	105	80	96	100	112	135	117
November	91	106	105	79	95	100	114	133	117
December	91	105	105	79	94	100	116	130	117
1977 January	91	103	105	78	94	100	117	126	117
Percentage change (b) Oct 1976-Jan 1977	+0.5	−4.0	—	−2.5	−2.0	—	+4.0	−6.5	+0.5
Seasonally adjusted									
1969	**101**	**100**	**97**	**102**	**99**	**99**	100	**102**	**91**
1970	**100**	**99**	100	100	**99**	100	100	**100**	**100**
1971	**93**	**97**	101	95	**98**	101	89	**93**	**102**
1972	**99**	**103**	101	103	**108**	105	90	**91**	**92**
1973	**133**	**134**	**118**	134	**136**	117	131	**131**	**102**
1974	**128**	**109**	111	123	**105**	111	139	**118**	**113**
1975	99	90	108	91	87	105	113	98	**115**
1976	91	100	105	78	92	99	117	119	117
1975 1st quarter	**119**	**89**	112	114	**89**	110	128	**89**	**118**
2nd quarter	113	95	109	108	92	106	124	102	115
3rd quarter	106	90	107	100	86	103	118	101	114
4th quarter	99	85	103	91	80	100	113	98	112
1976 1st quarter	94	92	103	88	90	98	106	96	116
2nd quarter	90	95	106	83	90	101	103	107	119
3rd quarter	90	106	105	81	96	100	109	132	117
4th quarter	91	106	104	78	92	99	117	139	117
1975 January	124	86	114	119	85	112	135	88	119
February	122	97	113	117	98	111	132	95	118
March	119	85	110	114	85	108	128	85	117
April	116	94	112	111	94	111	126	95	115
May	115	100	107	110	94	104	126	114	115
June	113	90	106	108	86	103	124	98	115
July	109	84	109	104	77	105	121	99	120
August	108	93	102	102	84	99	121	115	110
September	106	94	109	100	96	107	118	88	113
October	103	84	107	96	79	104	116	96	112
November	101	85	103	94	83	98	113	89	114
December	99	87	100	91	77	96	113	110	110
1976 January	96	84	102	89	84	98	109	82	114
February	95	95	101	89	94	96	108	97	113
March	94	97	106	88	92	100	106	109	120
April	92	92	108	86	89	103	105	100	120
May	90	94	107	84	89	102	103	104	120
June	90	99	102	83	91	97	103	118	116
July	90	104	103	81	84	96	108	155	119
August	90	103	104	81	95	99	109	122	113
September	90	112	109	81	108	105	109	119	119
October	91	106	104	80	91	99	112	144	116
November	92	113	105	80	98	99	116	149	120
December	91	98	104	78	87	99	117	125	115
1977 January	90	101	106	77	95	100	116	114	119
Aug-Oct 1976 (av.)	91	107	106	80	98	101	112	128	116
Nov '76-Jan '77 (av.)	90	104	105	77	93	100	116	130	118
Percentage change (b)	−0.5	−2.5	−0.5	−3.5	−4.5	−1.5	+4.0	+1.0	+1.5

(a) All figures are provisional.

(b) For orders-on-hand, the percentage changes compare the level at the end of the latest period shown with the corresponding level for the earlier period. The percentage changes have been based on the unrounded values and are given to the nearest half percentage point.

Registrations of British, community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 22 April 1977.

BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Night Ferry	BR/E 39110/24/4/82	60	18 April	Childrens Film Foundation Ltd	Eady-Barnes Productions Ltd, London
The Butterfly Ball	BR/E 39116/24/4/82	87	21 April	Rank Film Distributors Ltd	Oyster Films Ltd, London
Mountain Rescue	BR/E 39117/24/4/82	29	22 April	United Artists Corporation Ltd	Irving Allen Ltd, London
Movietone News 2498	BR/E 38859/24/4/82	8	22 April	British Movietonews Ltd	British Movietonews Ltd
			FOREIGN		
Killer Inside Me	F 39111	95	18 April	EMI Film Distributors Ltd	Devi Productions Inc, California
Zoltan – Hound Of Dracula	F 39112	87	18 April	EMI Film Distributors Ltd	The Band Co, California
Man On The Roof	F 39113	109	21 April	Connoisseur Films Ltd	Swedish Film Institute and AB Svensk Film Industri, Stockholm
Section Speciale	F 39114	114	21 April	Curzon Film Distributors Ltd	Reggane Films and Artistes Associes, Paris
A Walk With Love And Death	F 39115	90	21 April	Twentieth Century-Fox Film Co Ltd	Twentieth Century-Fox Film Corporation, California
Echoes Of A Summer	F 39118	98	22 April	United Artists Corporation Ltd	Beta Film Co, New York
The November Plan	F 39119	103	22 April	Cinema International Corporation (UK)	Universal Pictures, California
Supermen	F 39120	97	22 April	Miracle Films Ltd	Rofilms SRL, Rome
Rocky	F 39121	119	22 April	United Artists Corporation Ltd	Chartoff-Winkler Productions Inc, California
Live A Little Steal A Lot	F 39122	92	22 April	Brent Walker Film Distributors Ltd	American International Pictures, California
A Small Town In Texas	F 39123	90	22 April	Brent Walker Film Distributors Ltd	American International Pictures, California
The Town That Dreaded Sundown	F 39124	90	22 April	Brent Walker Film Distributors Ltd	American International Pictures, California

AMENDMENT TO THE REGISTER

The registration number of the film 'Waves Of Lust', registered on 23 February 1977, has been amended to EC/38994/27/2/82 and the maker's name to read TDL Cinematografica SRL, Italy.

Cinema admissions and takings in January

During January, counted as a four-week period, the weekly average of admissions to cinemas in Great Britain was 2.19 million and the weekly average of gross box office takings was £1.71 million. The comparable figures for January 1976 were 2.64 million and £1.87 million.

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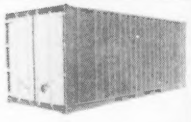

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